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IN STORES 10/22/02

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KELLY ROWLAND

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SIMON RATTLE



FAITH HILL



Chart Beat

by Fred Bronson

SIXTEEN AND COUNTING: In the spring, it looked as if Ashanti easily had the longest-running No. 1 song on The Billboard Hot 100 for 2002. Her "Foolish" remained in pole position for 10 weeks. But now that autumn's here, things look a little different: "Dilemma" (Po' Real/Universal) by Nelly featuring Kelly Rowland is in its ninth week on top—only one week away from tying "Foolish" and two weeks away from stealing its crown.

The lengthy stay of "Dilemma" at the summit means that Nelly has been No. 1 for 16 weeks this year. The immediate predecessor to "Dilemma" was his first No. 1 song, "Hot in Herre," which ruled for seven weeks and is currently No. 39 in its 26th chart week. Thus, Nelly has ruled for more weeks at No. 1 in a calendar year than any artist since Monica. She ran up a total of 18 weeks on top in 1998, when her duet with Brandy, "The Boy Is Mine," remained at No. 1 for 13 weeks; subsequently, "The First Night" had a reign of five non-consecutive weeks.

Because "Dilemma" returned to No. 1 and knocked out Kelly Clarkson's "A Moment Like This" (RCA), that means that starting with the Hot 100 debut June 29, an artist named Nelly or Kelly has been on top of the chart every week.

'LUV' IN THE FIRST DEGREE: "Dilemma" has apparently completed its nine-week run at No. 1 on Hot R&B/Hip-Hop Singles & Tracks, as the song falls to No. 2 and is replaced by

"Luv U Better" (Def Jam), the first chart-topper for LL Cool J on this tally since "I Need Love" in September 1987 (see *Singles Minded*, page 61). LL Cool J's chart span is now 17 years and 11 months.

"Luv U Better" is only LL Cool J's second No. 1 R&B hit. A second week on top would make it the most successful title of his career, as "I Need Love" ruled for a solitary week.

The track is also LL Cool J's highest-ranked solo single since "Lounghin'" went to No. 4 in 1996. "Luv" is the 33rd chart entry of his career, while "Paradise" is the 34th, as it enters this issue at No. 76.

JOVIAL: New Jersey rock group Bon Jovi has no problem bouncing back onto The Billboard 200, as *Bounce* (Island) becomes the band's highest-charting album since 1988 (see *Over the Counter*, page 61). The new album enters at No. 2, behind Elvis Presley's *Elvis 30 #1 Hits* (RCA). It's the first Bon Jovi album to chart since *One Wild Night: Live 1985-2001* debuted and peaked at No. 20 in June 2001. *Bounce* is the group's first top-10 album since *Crush* sailed to No. 9 in July 2000 and the highest-charting album since *New Jersey* spent four weeks at No. 1 in 1988.

More Fred Bronson each week at www.billboard.com.



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Goman, Other Execs Exit Tower

BY ED CHRISTMAN

NEW YORK—Industry leaders say they were saddened by Tower executive VP/COO Stan Goman's decision to retire as part of a management upheaval at the company apparently mandated by new interim CEO Betsy Burton.

Three other senior executives are also leaving the retailer: chief marketing officer Ron Nugent, general counsel Grace Berger, and Mark Vidulich, who oversaw Tower independent distribution company BaySide. In Goman's place, VP of retail operations Kevin Cassidy has been named to senior VP.

Music and video suppliers across the U.S. heaved a collective sigh of relief last week when Record Records successfully completed a financial restructuring that gives the chain more time to improve operations so that it can return to the form that it has displayed in the past 30 years as one of the dominant music retailers in the world (see *Retail Track*, page 51).

The deal saw Tower sell off its 54-unit Japanese retail chain to Nikko Prindley Investments Japan in a deal that is being termed a management buyout, as CEO Keith Cahoon and



MICHAEL SOLOMON

COO Akio Moriwaki will continue to run the chain. As part of the deal, the new holding company, Vespasianus, owns the Tower name in Japan.

Tower Japan will open two more stores before the end of the year in a move that will help the chain achieve turnover of about 40 billion yen (\$302.5 million), up from the 45 billion yen (\$360.4 million) it generated in the fiscal year ended April 30. Nikko is using a combination of debt and equity to finance the 16 billion yen (\$128.2 million) transaction, although other terms of the deal were not disclosed.

The sale ends Tower's affiliation with the Japanese chain, although Tower founder Russ Solomon has agreed to be an honorary member on its board, which comprises the

two executives running the company and five executives from Nikko.

Cahoon says that Tower Japan should respond well to its independence, because during the past few years the chain has operated on an "almost self-sufficient basis."

The funds from the sale of Tower Japan and a \$26 million term loan from a consortium of banks led by JP Morgan Chase were used to pay off the old revolving loan, believed to total about \$150 million, from a consortium of banks also led by JP Morgan Chase. As part of the final restructuring, Tower finally closed a deal for a three-year revolving line of credit that provides "up to \$150 million" with CIT Business Credit serving as a lead bank. In a statement, president/chairman Michael Solomon said Tower completed a critical phase of its restructuring plan and added, "Under the guidance of [Burton], we intend to act swiftly to effect any necessary changes to restore the company to financial health."

Both the term loan and the revolving market on April 1, 2004, at the \$110 million in bonds come due one month later. This means that Tower must completely turn itself around and start generating healthy profits if it is to meet those obligations.

Webcast Royalty Bill Stalls

BY BILL HOLLAND

WASHINGTON, D.C.—At deadline the afternoon of Oct. 17, as senators continued lengthy debate on such issues as the House-passed Homeland Security Act, chances grew slimmer that in its final hours before adjournment, the Senate would find the time to pass a bill that would give small-company Webcasters making less than \$1 million a year a break on digital-performance royalties. It was legislation supported by record companies and artists' groups that had already cleared the House Oct. 7 (*Billboard*, Oct. 19).

If the bill is not brought up for a vote, it will remain in limbo until the Senate returns after the November elections. That means small Webcasters will have to pay higher fees retroactive to 1998

based on the rate set by the Librarian of Congress last summer of 70 cents per song per 1,000 listeners, which small Webcasters say will drive them out of business.

The House has adjourned, so there is not any chance that any amended Senate version could be sent back to the House for approval.

Insiders say that Sen. Barbara Feinstein, D-Calif., put a hold on the bill Oct. 16 because of concerns for recording artists. The Recording Industry Assn. of America and artists groups convinced her to release the hold, but it may have come too late. The bill has had a rocky road in the Senate after a unanimous vote in the House Oct. 7. The legislation missed floor action earlier this week because of objections from the National Assn. of Broadcasters and others.

UMG Raises Digital Royalty

BY BRIAN GARRITY

NEW YORK—Universal Music Group (UMG) is overhauling the royalty rate it pays to artists on sales of digital downloads and subscription-service content in an effort to drive greater artist participation in its online music initiatives, sources say.

Starting Jan. 1, 2003, UMG will no longer take deductions on technology (typically a 20% deduction), packaging (20%), and free goods (15%) when it sells a permanent download. Such deductions remain on sales of physical CDs.

In addition, the royalty rate UMG pays on permanent downloads will be the artist's album royalty rate, not the royalty rate it pays on singles sales, which is often 25% below the album rate. Artists will be paid at the album rate on all tracks sold, whether sold individually or in an album bundle.

For streams and conditional downloads (those that disappear when a consumer quits a subscription service), the artist will be paid 50% of the net receipts UMG collects from subscription services.

Sources say the model is intended to help create more robust commercial offerings, which in turn will serve as an alternative to such pirate networks as Kazaa.

'50s, '60s Pop Chart Mainstay Ray Conniff Dies

BY CHRIS MORRIS

LOS ANGELES—In a retrospective in *Cool and Strange* Music last year, writer Brad Bigelow said of musical omnivore Ray Conniff, "He took everything in and Conniff-ized it."

Bandleader/arranger/trombonist Conniff—whose unique orchestrations of a wide range of classical and pop material made him a chart fixture for three decades—died Oct. 12 in Escondido, Calif., after injuring his head in a fall. He was 85.

Born in Attleboro, Mass., Conniff apprenticed during the big-band era. After breaking in with Dan Murphy's Musical Shoppers, he played with and arranged for Bunny Berigan, Artie Shaw, and Harry James.

His career lifted off in earnest after Mitch Miller hired him in 1954 as an arranger at Columbia, where he wrote charts for Johnny Ray, Guy Mitchell, Frankie Laine, Marty Robbins, Johnny Mathis, and others.

In 1957, he released his first Columbia album, *S'Wonderful*, which set the template for the rest of his career. The collection featured big-band-styled arrangements of popu-

lar melodies, in which male and female chart parts were smoothly latticed with brass and woodwinds. It rose to No. 11 on the *Billboard* album chart.

During the next 16 years, Conniff placed 52 more albums on the chart;

14 of them charted for more than a year. In 1966, Joel Whitburn's *Top Pop Albums 1955-2001* (Record Research, 2002) lists him as the No. 12 album artist of all time.

His biggest hit was "Somewhere My Love (Lara's Theme From *Dr. Zhivago*)," which reached No. 9 on *The Billboard* Hot 100 in 1966. The track won a Grammy Award for best performance by a chorus.

Though the hits waned after 1973, Conniff recorded and toured tirelessly into the new century. In March, he made his last public appearance at Liza Minnelli and David Gest's wedding in New York, performing "Somewhere My Love."

Conniff is survived by his wife, Vera, who frequently appeared on his album covers; daughter Tamara, music editor of *Billboard* sister publication *The Hollywood Reporter*; and son Jimmy, a recording engineer.



CONNIFF

Market Watch

A Weekly National Music Sales Report

YEAR-TO-DATE OVERALL UNIT SALES			
	2001	2002	
Total	565,240,000	491,704,000	(-13.0%)
Albums	538,325,000	481,681,000	(-10.5%)
Singles	26,915,000	10,023,000	(-62.8%)

YEAR-TO-DATE SALES BY ALBUM FORMAT			
	2001	2002	
CD	499,038,000	456,051,000	(-8.5%)
Cassette	38,243,000	23,811,000	(-37.7%)
Other	1,044,000	1,219,000	(+16.8%)

OVERALL UNIT SALES			
	2001	2002	
This Week	10,832,000	This Week 2001	12,098,000
Last Week	11,336,000	Change	-10.5%
Change	-4.4%		

ALBUM SALES			
	2001	2002	
This Week	10,654,000	This Week 2001	11,687,000
Last Week	11,131,000	Change	-8.8%
Change	-4.3%		

SINGLES SALES			
	2001	2002	
This Week	178,000	This Week 2001	411,000
Last Week	205,000	Change	-56.7%
Change	-13.2%		

TOTAL YTD CD ALBUM SALES BY GEOGRAPHIC REGION			
	2001	2002	
United States	26,598,000	24,867,000	(-6.5%)
Canada	68,879,000	60,336,000	(-12.4%)
Europe	75,162,000	68,858,000	(-8.4%)
Japan	31,563,000	28,618,000	(-9.3%)
Other	95,858,000	87,277,000	(-9.0%)
Worldwide	73,428,000	66,787,000	(-9.0%)
Latin America	37,091,000	33,982,000	(-8.7%)
Rest of World	90,458,000	86,026,000	(-4.9%)

FOUNDED FIGURES

FOR WEEK ENDING 10/13/02

Compiled from a national sample of retail stores and track sales reports collected, compiled, and provided by Nielsen SoundScan.

How did RCA Records
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This One



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Film & TV Confab Addresses Visual Path To Musical Exposure

BY JILL KIPNIS

LOS ANGELES—Amid declining album sales and the proliferation of unauthorized Internet downloading, the licensing of music for film, TV, and soundtrack use remains an important revenue stream and a vital marketing tool for film studios and record labels, according to participants at the inaugural Hollywood Reporter/Billboard Film & TV Music Conference, held Oct. 10-11 at the Renaissance Hollywood Hotel here.

A strong single already to a film project can help both the studio and the record label, participants on the "O Soundtrack: Where Art Thou?" panel noted. But whether referring to a single or the full soundtrack, all agreed the music must relate to the film. Sony Music Soundtrax president Glen Brunman said that when music is used in "an emotional way" in a film with *Titanic* (Sony Classical) and *O Brother, Where Art Thou?* (Lost Highway/Mercury)—whose soundtracks have sold 10 million and 5.9 million units, respectively, according to Nielsen SoundScan (Billboard, Oct. 12)—the accompanying album tends to sell more and, in return, helps drive more people to see the film.

But as panel moderator Randy Ger-

ston, president of Seether Music Supervision, pointed out, 25-30 soundtracks were certified gold or better by the Recording Industry Assn. of America (RIAA) each year from 1996 to 1999; since then, only 10-15 have reached that level each year (Billboard, Oct. 12).

Warner Bros. senior VP of music Doug Frank contended that some of the drop-off in soundtrack hits is a result of unauthorized Internet downloading, which leaves consumers less likely to buy compilation-type-type soundtracks.

The debate about how to create a successful soundtrack in the wake of the success of *O Brother, Where Art Thou?* was a pressing issue at the "Anatomy of a Film" panel, moderated by Fox Music president Robert Kraft. The session focused on the use of music in *Drumline*, an upcoming Fox film about Southern college marching bands. "We know that after *O Brother, Where Art Thou?*, audiences hunger for authentic soundtracks," said Jon McHugh, VP of creative development at Fox. *Drumline's* soundtrack dis-

tributor, Bob [marketing band] tunes are something you have never seen." Jive and Fox's music division are leaning toward a mix of marching-band songs and new tracks from such artists as Monica, Trick Daddy, and Alicia Keys on the soundtrack.

Several sessions touched on how TV can be a driving force in exposing music, either through using soundtracks in film advertising or as part of network shows. Panelists at the "Primate Time: The New Radio" session—moderated by Billboard associate editor Carla Hay—explored how such youth-oriented TV networks as the WB and Fox have been effective at breaking

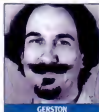
new acts. Examples include 143/ Warner recording artist Josh Groban, whose eponymous debut album has been certified platinum by the RIAA since his two appearances on Fox show *Ally McBeal*. Additionally, Elektra rock act Remy Zero scored increasing radio airplay after its "Save Me" was chosen as the theme song to the WB's *Smallville*.

Elektra VP of A&R and soundtracks John Kirkpatrick confirmed, "[TV] is the new radio." Panelists suggested that ad cards, which display the musical act that was featured on the preceding program, are a growing way that TV can help labels with marketing.

Jennifer Nyken, co-founder of Day's Music and music supervisor for *Ally McBeal* and *Smallville*, noted that many shows use independent artists because of budgetary restraints. This point was repeated at the "Getting in Sync" panel, moderated by Greenberg Traurig attorney Vinita Molino. Music supervisor, music publishing, and label participation are all issues of using independent or unsigned artists can actually result in the highest payoff, as their songs are cheaper to license.

For additional conference coverage, see pages 57-59.

Additional reporting by Susanne Ault and Margo Whitman in Los Angeles.



GERSTON



KIRKPATRICK

Russia Creates Anti-Piracy Task Force

BY ALEKSEY KRUIZ

MOSCOW—The International Federation of the Phonographic Industry (IFPI) is applauding the newly launched Russian government war on piracy. The Russian Cabinet of Ministers approved Oct. 3 the formation of a new intellectual property task force, comprising the Ministry of Economic Development and Trade, Justice, Interior, Press, and Culture, as well as representatives of state trademark-protection agency Rospatent and public intellectual-property organizations. Prime Minister Mikhail Kasyanov himself will head the inter-agency commission.

Kasyanov acknowledges that "there was very little done in this direction in the last [several] years and not much being done now." The first task will be to complete, before the end of the month, a list of federal laws and other legislation aimed at modifying intellectual property-rights protection, as well as a time line for their adoption.

IFPI chairman/CEO Jay Berman says, "We are very encouraged that the Russian government, from the highest level, has now recognized the need to act aggressively against the country's

very high levels of copyright piracy."

The move followed the reporting to the Cabinet on the status of the audio and video industry by Minister of Press, TV, and Radio Mikhail Lesin. The figures Lesin presented revealed total copyright violations have cost Russia between \$1 billion and \$5 billion dur-

ing the past few years, with 50% of movies, 64% of audio products, and 50% of DVDs illegally produced.

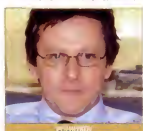
IFPI regional director for Russia/CIS Igor Pozhitkov says: "The recent letter of the U.S. Ambassador Alexander Vershbow to Minister Lesin urging an investigation into piracy of certain CD manufacturers and the regular meetings of [the U.S. Trade Representative]

with Russian Ministry of Economic Development and Trade proved very important in finally placing piracy on the current political agenda."

However, Pozhitkov notes the U.S. Ambassador's letter and the cabinet decision again provoked a lot of negative press painting the gloomy future of music, presenting it as "an almost free cultural policy" being taken away from the working people by means of overpricing and limited availability.

Besides modifying the existing legislation that Kasyanov called weak and "the hallmark of a backward country," the complex of measures suggested includes the creation of a special task force to eradicate street audio and video piracy.

"The priority now is that the government works to coordinate the activities of the different ministries responsible in this area, and that there is close cooperation between the government and the legitimate music industry," Berman says. "We hope that this initiative will produce real change on the ground in Russia, and that in turn will be a significant boost for Russia's intention to join the World Trade Organization."



BERMAN

ing the past few years, with 50% of movies, 64% of audio products, and 50% of DVDs illegally produced.

IFPI regional director for Russia/CIS Igor Pozhitkov says: "The recent letter of the U.S. Ambassador Alexander Vershbow to Minister Lesin urging an investigation into piracy of certain CD manufacturers and the regular meetings of [the U.S. Trade Representative]

Executive Turntable



DU RRANI



LOPEZ



MILES

RECORD LABELS: Faisal Durrani is named senior VP of international marketing for Island Def Jam Music Group in New York. He was music division president for Palm Pictures.

James Lopez is promoted to VP of audio marketing for Atlantic Records in New York. He was senior director of audio marketing.

Gerardo Vergara is named head of TV to Casa Music in New York. He was marketing director for Warner Music Latin America.

David Buntz is promoted to VP of film music for Universal Pictures and Universal Music Group in Los Angeles. He was director of film music.

Amant Duncan is named VP of video promotion for Virgin Records in New York. He was senior director of video promotion for Island Def Jam Music Group.

Bobby Rymer is promoted to VP of Atlantic Records Music Nashville in Nashville. He was creative director.

Jeroen van der Meer is named senior director of international marketing for Epic Records in New York. He

was director of marketing for Epic Marketing Europe.

PUBLISHING: Angelique Miles is named VP of East Coast creative for EMI Music Publishing in New York. She was VP of A&R for Universal Records.

VENUES: SBC Center names Larry Parry, previously manager for VIA Metropolitan Transit, as transportation supervisor; **Melvin "Darr" Weeks Jr.**, previously audio/visual production associate for the San Antonio Spurs, as audio/visual systems producer; **Clinton Rathmell**, previously audio/visual associate for the San Antonio Spurs, as director of audio/visual engineering; **Tod Califfini**, previously director of information technology for the San Antonio Spurs, as director of information technology and services; and **Jolie Williams**, previously office manager/administrative assistant for Full Life Health and Fitness, as administrative assistant. They are based in San Antonio.

Tour Promoters Say, 'Include Secondaries'

BY RAY WADDELL

NASHVILLE—Attendees at the 32nd annual conference of the International Entertainment Buyers Assn. (IEBA)—held Oct. 6-9 here—addressed how best to survive today's rough touring climate.

"Our industry is not looking good," said Jerry Mickelson, co-president of Chicago-based promoter Jam Productions, while on a panel with indie promoter Louis Messina. "That's the time I see opportunity. I try to build good relationships with the buildings in my markets because now more than ever, we need to work together."

Mickelson pointed out that with Clear Channel Entertainment often focusing on the top 40 markets, buyers and artists sometimes need to look elsewhere. Artists "can't expect to keep playing the same 40 cities and keep a career," he said. "Don't skip the secondaries for the 40 majors. Tool and Korn are playing second-

aries. John Mellencamp is finally doing secondaries."

Most agents support that philosophy, Mickelson added: "Where you run into a problem is when you get into meetings with business managers—the bean counters."

Messina added that the artists working toward building careers in past decades are enjoying success today. "George Strait goes out for zero guarantees and lets the promoters make money. He's like, 'If I don't sell the tickets, I don't need to get paid.' And I never worked so hard for somebody in my life." (For more commentary from Messina and Mickelson, see *Venue Views*, page 17.)

Many felt that it was the IEBA's best gathering ever, attracting a wide range of artists, including country acts and festivals, class, and mainstream concert promoters. IEBA executive director Patti BURGART says attendance was "unprecedented" from last year, at about 265. She says, "We had a lot more building managers attend this year and a better mix overall."

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ARTISTS & MUSIC

Rattle Makes Smooth Transition To Berlin Philharmonic

Opening Weekend Reflects Union Of Innovation And Tradition, Capturing Attention Of Classical Music Lovers Worldwide

BY STEVE SMITH

During the past several weeks, one of the most highly anticipated events in the classical music world of the 21st century has been unfolding in the heart of Europe, as iconoclastic British conductor Sir Simon Rattle has taken charge of his new orchestra, the Berlin Philharmonic.

Though what may sound rather portentous given the youth of the new century, the pairing of the charismatic, tousle-haired 47-year-old explorer with the iconic Old World ensemble—with all of the contradictions and potential that combination implies—has captured the attention of classical music lovers worldwide. Announced three years ago, the union seemed unlikely, despite a history of successful collaborations. Rattle made numerous guest appearances in Berlin during his extraordinary 18-year tenure with the City of Birmingham Symphony Orchestra.

In 1999, a year after he left his Birmingham post, Rattle and Berlin made a revelatory recording of Mahler's *Symphony No. 10* for EMI Classics, the label for which Rattle has recorded for more than 25 years. That disc not only became a worldwide best seller, but it also garnered a Gramophone Award and a Grammy Award.

SURPRISE APPOINTMENT

Still, even Rattle had assumed that another candidate would succeed retiring music director Claudio Abbado. Much to everyone's surprise, the orchestra chose Rattle and signed him to an initial 10-year tenure. The relationship was heralded with a magnificent recording of Schoenberg's gargantuan music drama *Gurrelieder*, which EMI released in June and consummated with a series of season-opening concerts Sept. 7-9.

Because Rattle's appointment was depicted as a union of innovation and tradition, the program for the opening weekend fittingly featured *Asyla* by Thomas Adès, an innovative young British composer Rattle championed in Birmingham, and Mahler's *Symphony No. 5*. EMI is commemorating the pairing with a disc of the Mahler symphony recorded during these concerts, which it is rush-releasing. The disc has just been issued in Europe; British newspaper *The Guardian* has written of it, "There are many outstanding recordings of the Mahler Fifth, but this is one of the finest." It will hit shops Nov. 5 in the U.S.

Attempting to explain the orchestra's seemingly unprecedented choice, Rattle describes his new ensemble in a way that might surprise the casual observer. "I took the whole orchestra out to dinner at a wonderful old Austrian café in Berlin after their American tour last November," he says, "and the young people in the orchestra said, 'What a wonderful place—we've never been here. How did you know about it?' I told them that their E-flat clarinet player had brought me here 25 years ago, and there was this slightly amused embarrassment: 'Oh, none of us were even born then.'" Rattle laughs as he recalls the incident. For him, it proves that the orchestra is a young ensemble in transition, observing, "The

average age of the members is in the early 30s." He also points out its increasingly global makeup: "You have three concertmasters: one Israeli, one Japanese, and one Polish. And that is repeated throughout the orchestra."

To the rest of the world, the Berlin Philharmonic may still seem to be the grand old patrician organization that such legendary figures as Wilhelm Furtwängler and especially Herbert von Karajan forged into an ensemble long considered to be the world's finest.



RATTLE

But to Rattle, the orchestra's changing demographic presented an unparalleled opportunity to continue forging into the future.

"I had assumed that it was coming into a much more traditional orchestra than I was," he explains. "But with all of their fantastic history and tradition, they came to me saying that they wanted to be a 21st-century orchestra. Though probably none of us actually knew what that was at the time, they believed that maybe together we could find it. In some ways, I've found that part of my job is to remind them, also, of the Furtwängler-Karajan legacy—what's very important is to integrate this extraordinary tradition, particularly idea of sound, and special way of turning a phrase with all these brilliant, young, flexible, curious musicians."

During his first season, Rattle has continued to present repertoire that is far from the core of the middle-European tradition. His third week on the job brought the challenging and controversial, jazz-inflected *Blood on the Floor* by another young British composer, Mark-Anthony Turnage, while the fourth paired Messiah's *Trois Petites Liturgies de la Présence Divine* with Ravel's charming one-

act opera, *L'enfant et les Sortilèges*, the latter a well-established work that Rattle believes the orchestra hadn't previously played.

Those innovations have been met with enthusiasm bordering on hysteria. Paul Moor, the invaluable Berlin correspondent for *musicalamerica.com*, has reported teeming crowds greeting each concert, including an increasing number of younger patrons. But Rattle's ascension has not been incident-free: On Oct. 8, his chosen attendant, Franz Ohnesorge, abruptly resigned "for personal reasons," according to an official philharmonic statement. (Ohnesorge will continue to serve as an adviser through August 2006.)

More than simply overhauling its repertoire, Rattle hopes to effect still more significant change. "One of the things we've realized is that the orchestra can no longer be this great diva on the side of the city, waiting for people to come to it," he says. "It's now right at the heart of this extraordinary mixture of a modern city and the Wild West that is Berlin. A lot of our work now is to evangelize and spread the word in the broadest sense."

Already, an ambitious new educational program called Zukunfts@BPH is reaching out to young Berliners of all social and ethnic backgrounds, engaging them in multimedia collaborations in conjunction with the orchestra's programs.

PLENTY OF PROJECTS IN STORE

Naturally, Rattle and EMI have ambitious recording plans in Berlin. "Not just for EMI or even for Simon Rattle but for classical music in general, this is a wonderful appointment," EMI Classics worldwide chairman Richard Littlejohn says. "Simon is starting with almost everything on his side: He's young, dynamic, passionate, and committed, and he's a fantastically talented orchestra builder. It will serve to revitalize an industry that is desperately in need of a superstar."

First, however, there is a wealth of previously scheduled projects on the agenda. In March 2003, the label will issue a complete set of the nine Beethoven symphonies recorded with the Vienna Philharmonic, honoring an agreement Rattle made with that orchestra before he signed with Berlin. He has just recorded Szymanowski's ballet *Harnasie* with the City of Birmingham Symphony and will return to that orchestra in 2004 to complete his Mahler cycle with the gargantuan *Symphony No. 8*. In Berlin, Rattle's recording schedule includes orchestral excerpts from Wagner's *Ring* cycle and Messiah's final masterpiece, *Ecce Homo*.

Rattle realizes the recording industry is in a state of flux. "All of us have to be aware of how the world is changing. What's important is availability. I do see so much more being done with live access in the future, streaming music directly into people's homes. Some things will be lost with that, and some will be gained—I'm happy to still be in a time when occasionally you can cause something that is really considered, as opposed to just the live event. As a musical director, it really helps if there's still the possibility of some floating afterwards."

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'Simply Deep': New Destiny's Offspring

Enjoying Success With Nelly Collaboration, Rowland Eyes Columbia Solo Bow

BY RASHAUN HALL

As one-third of Destiny's Child, Kelly Rowland has always been able to fall back on group mates Michelle Williams and Beyoncé Knowles for support. But when she recorded her solo debut, *Simply Deep*, out Tuesday (22) on Columbia, things were a bit different.

"It was terrified," Rowland admits. "I remember calling the girls and telling them that I missed them. Usually, when we're in the studio, if I can't get a part, then I can tell Michelle and Beyoncé to take it. This time I had to depend on myself."

SOLO SOUND

Despite her initial fears, Rowland's newfound confidence offered her an opportunity to branch out and try new things. "I got a chance to do a bit of writing and come up with some of the vocal arrangements," she says. "It was quite an experience. I remember feeling so proud that I was able to do this by myself."

On *Simply Deep*, the Houston native also stepped away from the act's R&B/pop fare, choosing instead to craft her own brand of rock and R&B. Rowland credits the concept of the 14-track set to her manager (and Beyoncé's father), Mathew Knowles of Houston-based Music World Entertainment.

"He's always known how much I love rock music and alternative music," she says. "He brought the idea to me, and I was so excited because I never thought that I could do something like that. I had a certain sound that I wanted in my head, and

it's amazing that I got exactly what I was looking for."

Rowland unveiled her new sound via the album's lead single, "Stole," which touches on the topic of school violence. The single is currently No. 62 on The Billboard Hot 100 and No. 56 on the Hot R&B/Hip-Hop Singles & Tracks chart.



ROWLAND

Columbia fully supports Rowland's choice of "Stole" as her solo introduction: "We felt like the single distinctively represented Kelly's voice," Columbia president Will Botwin says. "When we heard 'Stole,' we felt like it was establishing her own point of view."

As the song climbs the charts it also doesn't hurt Rowland's cause that she's coming off a seven-week run atop The Billboard Hot 100 as part of "Dilemma," a collaboration with Nelly. The single, which originally

appeared on the rapper's *Nellyville* set, is also on *Simply Deep*.

"When I did 'Dilemma' everyone was calling it 'the monster,' but I didn't know it was going to be that successful," Rowland says. "It put me out there solo. Why not put it on my album? It's an incredible song."

With two singles already charting prior to the album's release, Columbia has high hopes for *Simply Deep*. "Expectations are high," Botwin says. "Everything has been overwhelmingly positive. The timing of the project was moved up after 'Dilemma' leaked to radio this summer. It was a runaway train at radio. The heat surrounding that and the attention paid to Kelly as a prominent participant in the track motivated her to get her album done quicker than she had planned."

To that end, Columbia has decided to build off the success of the current singles in marketing *Simply Deep*. "We have the urban audience already in tune with her, which is what we try to do with a lot of our urban artists in order to lay a foundation," Columbia director of marketing Quincy Jackson says. "Building off of that, of course, we also want to keep the Destiny's Child fans in line with the more uptempo songs."

IMPORTANT NEXT STEP

Despite Rowland's built-in fan base as a member of Destiny's Child, Columbia knows that nothing can be taken for granted with this set.

"We're concerned about every album," Botwin says. "Every album, every single becomes a new challenge for us, as there's not a lot of necessary loyalty these days. It's important for her to evolve as an artist. We're happy with the direction she's taken. This was the right way to go by moving off from Destiny's Child and establishing her own voice while remaining still a member of the group."

Rowland—who is slated to promote the album on BET's *Access Granted*, *Saturday Night Live*, *Showtime at the Apollo*, and *Soul Train*—is also building a film career. She is currently in Vancouver shooting the horror film *Freddy vs. Jason* with Robert Englund.

"It's been quite a whirlwind," she says. "I knew it was a lot of work from watching my sister, Beyoncé, do it. I love acting. I love anything that's a challenge. It's just like the album, which was challenging because I did it by myself. I was doing some different things, musically as well. But it's all been a challenge but it's something I enjoy."

TO OUR READERS

The Beat will return next week.

Badly Drawn Boy Scales Back Sound On 'Fish'

BY ANTHONY LA SALA

When Damon Gough, aka Badly Drawn Boy, began recording *Have You Fed The Fish Today?*—the follow-up to his 2000 Mercury Prize-winning debut, *The Hour of the Bewilderbeast*—visions of grandeur began to take over. Of course, normal daydreams might have included a swarm of his singles, a shelf full of shiny, new music awards, and a chart-topping album. But Gough had more majestic images dancing through his head.

"When I was in the studio, I was joking around and imagining a huge crowd at the Staples Center [in Los Angeles] singing the chorus to the title song," says Gough, who named the album after the first question usually asked in his home each morning.

I quite liked the idea of them punching their fists in the air in that U2 concert style while singing the chorus. I have you fed the fish today? That would be special."

Strange as it might be, Gough just might get his wish. The new ArtistDirect/BMG set, due Nov. 5, comes on the heels of the May release of his critically acclaimed score to the film *About a Boy*. The artist, who not too long ago was shipping out three-song EPs to local record shops in England, suddenly found his music floating across movie screens filled with *About a Boy* stars Hugh Grant and Rachel Weisz. Combined with the heavily coveted Mercury Prize, the moniker Badly Drawn Boy went from the lips of obscure fans in England to those of lonely housewives on Hugh Grant fan sites across the globe. Quite a leap.

"I think I was expecting more of a backlash for doing it," Gough says. "But that was part of the reason I enjoyed the soundtrack. It was a slightly out of character, and [it was] a bit of a challenge walking the line between being underground artist and the association that comes with having your music in a big film."

'FISH' REFLECTS FAME

The questions, quirks, and changes that accompany a sudden growth in fame and increasing time spent away from home became major themes on *Have You Fed The Fish?* The new album still features

the eclectic, homespun, folky feel of Gough's earlier recordings, but *Have You Fed The Fish?*, which was produced by *About a Boy* collaborator Tom Rothrock (Beck, Elliott Smith), found Gough scaling back from the more polished, slick sounds found on the soundtrack.

"After the soundtrack, I wanted to somewhat get back to my original roots and the sound of the early EPs—just me in the bedroom with my four-track," says Gough, who is managed by Jazz Summers and Tim Parry at Big Life Management in London and booked through Marty Diamond at Little Big Man in New York.

"I didn't want to lose the intricacies of that early sound still having the record somewhat hi-fi, and Tom was great in helping with that. When some people saw that I was working with Tom, they assumed he was going to make me sound like Beck or Elliott Smith. That kind of upset me and frustrated me. I've never wanted to be Beck or anyone else, and Tom understood that. I love the ideas he brings to the studio."

NEW GROUND

The first single, "You Were Right," was shipped to college radio, triple-A, and NPR in late September. With Gough's increased popularity after *About a Boy*, ArtistDirect is looking to break new ground with *Have You Fed The Fish?*

"The primary audience can be a lot deeper for his stuff than in the past, which is why we are aggressively pushing this album," ArtistDirect executive VP of sales and marketing Jim Swindell says. "It has been a fairly broad age demographic, but the main audience has been hardcore music fans with an intellectual bent, and I think it can go a lot further than that."

A fall tour in Europe and the U.S., a video for "You Were Right"—directed by Grant G. (Blur, Radiohead)—and a free streaming audio of the new album will be released at the ArtistDirect mini-site (bhd.com) are some of the marketing tools being utilized. There will also be a limited-edition bonus CD, *Live at Glastonbury: The Official Bootleg*, included with the purchase of the album as a select group of U.S. retailers.



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International Diva Pausini Makes English-Language Debut On Atlantic

BY CHARLES KAREL BOULEY

Atlantic artist Laura Pausini is making the rounds like any new artist. She's visiting radio stations, sitting for interviews, and playing industry showcases, among other duties. But there's one difference between Pausini and other hopefuls working the industry marketing machine. She's been doing it for 10 years—just not in the U.S.

In Europe, Pausini is a bona fide diva, having racked up sales of more than 22 million, according to her label. Now, she's starting over in the U.S. with her first English-language set, *From the Inside* (due Nov. 5).

"We're breaking essentially a new artist," Atlantic co-president Ron Shapiro says. "But she knows what she's doing in every arena—from press studio, radio to retail. It's stressful to someone that's never done it, but she has done it in countless countries in three different languages to great success."

"What do you want when breaking a new act?" he continues. "A great voice? We've got that. Great songs? We've got that. Loads of charisma? We've got that. We've got it all."

PAUSINI'S ROOTS

Pausini is one of the few artists to have successful records in Italian, Spanish, and Portuguese. She was born and raised in Italy, and she launched her career by winning the Italian Song Festival in San Remo. Soon she was a platinum-selling artist in her home country.

Then came an offer to sing in Spanish. "It's difficult for an Italian artist to perform in a foreign language," Pausini says. "When I received a proposal to do it in Spanish, it was something that made me apprehensive. I'm a perfectionist. I wanted to sound correct."

She obviously got it right. She soon became so successful in the Latin community that she was nominated in 2001 for several Latin Grammy Awards.

With the Latin market under her belt, her next stop was Brazil, where Pausini became one of the first Italian artists to have success singing in Portuguese. But now it's America she wants to conquer.

"When I started singing in Spanish, I didn't expect anything to come from it," she says. "I'm proud of every song I wrote and sang. Now I feel ready to try in this very important country."

Her linguistic versatility is impressive. On *From the Inside*, her accent is virtually invisible. Each of the album's producers—John

Shanks (Michelle Branch, Stevie Nicks), K.C. Porter (Santana, Ricky Martin) Guy Roche (Cher, Celine Dion), Evan Rogers and Carl Sturken ('N Sync), Patrick Leonard (Jewel, Madonna), and Jimmy Bralower (Cyndi Lauper)—has shown Pausini's exceptional interpretations through material as diverse as her languages. There are midtempo cuts like the single "Surrender," powerful ballads like "If That's Love" and "It's Not Goodbye," such rock-inflected tunes as "Love Comes From the Inside," and the dance effort "I Do to Be."

Choosing such material was the hardest part.

"I knew a song was right when I felt like it was written by me," Pausini says. "I wanted words and music that work together in the way that I used to write with my musicians, and have something new, some new vibe, some new sounds, without creating too much of a change."

Shapiro and Atlantic co-president Craig Kallman helped me from the beginning to find this material."

Kallman says the goal was to craft a "world-class album that felt like it was coming from Laura. It was a challenge to find things lyrically that struck a nerve and came from her heart. What's so magical about this record is her interpretation. She's not as stylized or overwrought as some of the straight 'diva' singers; there's something expressive and emotional that serves the songs, and she's done that in three languages."

"We wanted to create something moving, compelling, and sincere and finding those songs in the current climate is a more difficult task than it has been in years past," Kallman adds. "The current climate—what is dominating records at top 40—is not one of emotive ballads. Things are mid-and uptempo, and what's being circulated is not an abundance of songs written for singers."

MARKETING A NEW DIVA

Atlantic will be using this record to build on an extensive Latin fanbase already in America.

"We're starting with a Univision campaign in Spanish and going out to the existing fanbase in this country, which is largely Hispanic," Shapiro says. "Our tip sheet advertising in America has a headline of 'the next greatest export from Italy.' There has never been an Italian female singer who has been successful in

straight-down-the-line pop music, so her being Italian and speaking three languages drastically differentiates her."

How does Pausini feel about being a new artist all over again?

"It's a very difficult choice to do this," she reflects. "When you already have a lot of things going on, it's difficult to think that you have to start again, from the beginning. It feels all new in terms of promotion and meeting people."

"I grew up and was raised through all my travels throughout the world, all the different sounds and rhythms," she continues. "Being in front of people who have to judge me because they don't know who I am doesn't

bother me at all. That may sound strange, but I always meet new people, people I don't know. I'm only 28, not 78, so why not take chances? I've been on the road my entire adult life. I've never had a real job! How incredible."

There is no doubt Pausini is a professional, and a charmer, both on record and off. It is that charisma and musical talent on which Atlantic is banking.

"We finished making the record right smack in the fourth quarter with a huge platinum release schedule from all the labels, one of the most extensive from major artists in some time," Kallman notes. "But we're not shying away. We're setting

it up more carefully and making awareness so she doesn't get lost in all the major melees. It is not our intention—because we're not insane—to push too hard before December/January, because everyone's enamored right now with the big America divas. We'll build this one steadily."

"If That's Love" has already been chosen as the second single from the album. An issue date has not been set, since Shapiro says the label will be "working 'Surrender' for some time. We're in it for the long haul with Laura."

Pausini is managed in the U.S. by Michael Jensen for Jensen Communications in Los Angeles.



PAUSINI

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Kroeger Imprint Bows With Theory Of A Deadman

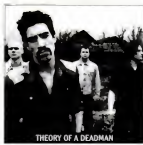
BY CHARLES DAUCHERTY

After their high-profile association with Nickelback frontman Chad Kroeger and his "Hero" single from the *Spider-Man* soundtrack, Tyler Connolly and his bandmates in Theory of a Deadman have high hopes for their eponymous debut—the first release on Kroeger and Jonathan Simkin's Roadrunner-distributed imprint, 604 Records.

Kroeger was first introduced to Connolly in 1999 at a party in notable Vancouver. Kroeger, also known for discovering Def Leppard, is given a great amount of credit by both Connolly and Roadrunner president Jonas Nachsin for mentoring the young band's music and overall creative direction.

"Chad's really into radio," Connolly notes. "He's great at making songs fit into a radio format. At the time that he started working with us, we were more focused on jamming and making music that we liked. Chad got involved in the songwriting process and worked with us. We had a lot of songs that we re-approached in the studio to make them more radio-friendly. It's important for us to write music that has mass appeal, rather than speaking just to us."

He continues, "There are people out there that like to say that we're selling out, but I'd rather have thousands of fans than play to a bunch of empty clubs. Don't get me wrong. We love what we write. We don't ever fake a note."



THEORY OF A DEADMAN

Nachsin agrees. "Theory of a Deadman has surely benefited from the production efforts of Chad Kroeger and Joey Moi. Theory of a Deadman is a band that can appeal to radio and MTV—and sell a lot of records that way. There's an undeniable strength to their album. It is full of memorable, well-produced songs with a lot of heart. Radio appears to agree."

Theory of a Deadman's "Invisible Man" was included on the *Spider-*

Man soundtrack and served as the B-side to the "Hero" single. Connolly contributed guitar to both the single and the video.

Since streeting Sept. 17, the album has benefited from the interest garnered by the single "Nothing Could Come Between Us," which has won widespread airplay on mainstream and modern-rock radio stations. The video for the song, directed by Glen Bennett, is showing on all video stations.

Theory of a Deadman is currently touring with Nickelback and will be heading out in late October for a series of dates with Saliva.

"Reception on the road has been unbelievable," Connolly notes. "We have the same sort of sound as Nickelback, so we are appealing to the same fans."

When asked how Theory of a Deadman is different from Nickelback, Connolly says, "Our music is more diverse and dynamic. We also have a heavier sound."

Theory of a Deadman is managed by Phil Daly and Bill McCarthy at In De Goot Entertainment in Los Angeles. The band is booked by Ken Fermaglich at the Agency Group in New York. The act's songs are published by Universal Music, ASCAP.

Sound Tracks

'60S POP REVISITED: The NBC drama *American Dreams* may be in the early 1960s, but the show has a unique contemporary twist. Several current hit artists are appearing on the show as '60s pop stars and performing reworked hits of the past.

So far, **Michelle Branch** has appeared on the show as **Lesley Gore** singing "You Don't Own Me." **Nick Carter** of **Backstreet Boys** portrayed **Jay Black** of **Jay & The Americans**, with Carter doing versions of the Jay & the Americans hits "Come a Little Bit Closer" and "She Cried." In an ep-

isode redoing the songs. A lot of young people have never heard these songs before, so it's like a music-history lesson to them."

The Emmy Award-nominated **PelFREY** credits *American Dreams* executive producer/writer **Jonathan Prince** for being the brainchild behind the old-meets-new pop single concept on the show and music supervisor **Gregg Sill** for being the catalyst in getting clearance for the hit songs used on *American Dreams*.

"Because this show celebrates music so much, all these artists want to be on the show," PelFREY says. "We look at who would be right for the show and how they would portray a '60s singer. We have certain artists in mind first. Writing the role for them might come later."

PelFREY says the artists he works with to redo the '60s hits are "very excited to be doing it. We go through the nuances and discuss what they can bring to the songs. I've been very impressed with how committed they are to excellence and reverence for the songs."

As for his role in composing the music on *American Dreams*, PelFREY says: "I like to get [rough cuts] of the episodes as early as I can before I write the music for each episode. The show is so useful in the way it uses music. What I've kept in mind is to make the show's music sound authentic to the era, yet still have a timeless appeal."



PELFREY

sode premiering Nov. 10, Usher will be on the show as **Marvin Gaye** singing "Can I Get a Witness?" Sources say that **Vanessa Carlton** and **Aimee Mann** will also make guest appearances as '60s singers in upcoming episodes. At press time, Carlton's and Mann's roles have not been decided.

Since its premiere Sept. 29, *American Dreams* has been No. 1 in its time slot on Sundays, when it airs from 8 p.m. to 9 p.m. ET. According to Nielsen Media Research, the show is drawing an average of 13 million U.S. viewers per week.

The show is a family drama that centers on a teenage girl whose dream is to dance on *American Bandstand*. Longtime *American Bandstand* host **Dick Clark** is one of the executive producers of *American Dreams*, which features archive footage of *American Bandstand* (Music & Showbiz, *Billboard*, Sept. 7).

One of the people responsible for the music on *American Dreams* is the show's composer, **Danny PelFREY**, who also produces and arranges the music on the show. PelFREY works directly with the show's guest-appearance artists to record the '60s pop songs.

"I think it's a brilliant marketing idea," PelFREY says of the combination of contemporary artists with nostalgic hits. "It crosses generations. A lot of today's young people weren't even born in the '60s, so it's a great idea to get them interested in the music of the era by having current stars on the

'STARS & GUITARS' ALBUM: This year's all-star tribute event to **Willie Nelson** is being immortalized on CD, with the release of *Willie Nelson & Friends: Stars & Guitars*, due Nov. 5 on Lost Highway Records. The star-studded concert, which took place in Nashville, was televised in May on the USA Network (*Billboard*, May 11). In addition to Nelson, artists who performed at the concert were **Vince Gill**, **Jon Bon Jovi** and **Richie Sambora**, **Brian McKnight**, **Ryan Adams**, **Rob Thomas** of **Matchbox Twenty**, **Keith Richards**, **Hank Williams III**, **Toby Keith**, **Aaron Neville**, **Ray Price**, **Les Ann Warren**, **Patty Griffin**, **Norah Jones**, **John Hiatt**, and **Sheryl Crow**.

Lost Highway VP of marketing **Derek Simon** says of the concert: "What happened that night was too spectacular to not document on CD. TV is going to be a tremendous driver in creating awareness for this album."

The concert will be repeated this year on the USA Network and CMT and next year on Bravo. There will also be TV and print advertising for the album. Getting clearances for VHS and DVD-Vision versions of the concert was difficult, Simon says, but "for now, people can enjoy the CD as a great souvenir of the show."

...I can only deeply thank Enrico for all that he has included in this CD, for his musical culture and his great technique. I will listen, again and again, with respect for his brilliant endeavor. (E. MORRICONE)

Enrico Marc Joey
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The Classical Score™

by Steve Smith

DAY OF THE DEAD: Conch shells, Venezuelan guitars, and African chant aren't normally the first things that come to mind when considering sacred music of the early Baroque period. But on *Missa Mexicana*, the dazzling Harmonia Mundi label debut of harpist **Andrew Lawrence-King's** *Harp Consort*, those elements and others play an intrinsic role in illuminating the various threads that were woven together to create the sacred music of 17th-century Mexico.

Issued Oct. 8—in plenty of time for the Mexican holiday *Los Días de los Muertos*, Nov. 1–2—*Missa Mexicana* combines a complete mass setting by **Juan Gutiérrez de Padilla**, the Spanish-born maestro de capella of



LAWRENCE-KING

Mexico's Puebla Cathedral, with the contemporary *villancicos* (religious songs set to popular dance rhythms) and secular dances that Padilla had composed and used in his compositions. Aside from providing a wealth of fascinating, little-known music, the disc serves as a potent reminder of how rich, highly developed, and culturally sophisticated 17th-century Mexican culture actually was, according to Lawrence-King, who first developed the concept for *Missa Mexicana* when he was researching the Harp Consort's first project, *Luz y norte*, in the early '90s.

"I realized that many of the 'Spanish' dances in that 17th-century collection came from the colonies in Central and South America," Lawrence-King explains. "Baroque Mexico was a cultural melting pot: There were the Spanish and Portuguese—as well as some Italians and Germans—and the indigenous Central Americans, with their various languages, musical and dance styles, and cultural traditions. But there were also West Coast Africans, initially brought as slaves, who had learned Spanish and Latin and brought their own distinctive dances, music, and dialects with them."

The final catalyst was Lawrence-King's introduction to Padilla's *Missa Ego flos campi*, a mass setting from Puebla Cathedral, a grand old church

situated between Mexico City and Veracruz. Puebla was among the most advanced and prolific centers of musical activity in the New World, largely under the guidance of Padilla, a gifted composer/singer/instrumentalist. "Padilla's mass combined the lively rhythms of the villancicos and dances with the European heritage of Renaissance polyphony," Lawrence-King says, "linking these modern styles to earlier traditions through blending the best of Spanish and New World cultures."

Lawrence-King used Padilla's mass as the centerpiece of the project. However, instead of performing it uninterrupted, as modern listeners and recording consumers have come to expect, he interspersed villancicos and the popular dances that inspired them among the movements of the mass. "The music was written to be heard over a period of time, usually with other music in between," Lawrence-King explains. "I chose to space out the movements of the mass with the villancicos that would also have been heard in the cathedral. The dances would definitely not have been played, let alone danced, in the church. But I linked each villancico to its original dance to try to capture the minds of 17th-century Mexican listeners: While they heard the religious texts of the villancicos, they would have been irresistibly reminded of the popular and sensual origins of the dances."

Given the years of painstaking research and experimentation in dialect, performance practice, and instrumentation involved, it's a tribute to the improvisatory zeal of Lawrence-King and his consort that at no time does *Missa Mexicana* sound didactic. Instead, the disc captures a joyous onrush of bright, swirling colors, visceral timbres, and unmistakable pleasure that have already proved infectious to concert audiences around the world. (American listeners can hear the group perform the music live Sunday (20) on the public-radio program *St. John's Sunday*.)

Still, the sacred portion of the project is treated with due solemnity. "When we brought *Missa Mexicana* to the cathedral in Carpi, Italy, the bishop was initially worried that this music would be too secular to be suitable for performance in the cathedral itself," Lawrence-King says. "But he was won over by the way in which the composers dedicated this sensual music to serve the religious texts—and, if I might say so, by the way in which the Harp Consort gave these texts the heartfelt sincerity and deep seriousness they deserve, before romping through the dances with equally appropriate irreverence."

However Unlikely, Kottke & Gordon Prove A Strong Pairing On 'Clone'

BY JIM BESSMAN

Long a revered solo artist, Leo Kottke surprisingly found his collaboration with Mike Gordon on their joint Private Music release, *Clone*, to be the "easiest record I ever made," largely because the Phish bassist had much in common with the idiosyncratic, highly literate acoustic guitar virtuoso.

"I saw him at a club in Burlington, Vermont, and he brought me the *Mike's Corner* [compilation of stories he wrote for the Phish newsletter]," Kottke says. "It had a



KOTKE

lot of neologisms—made-up words—and 'eilemsynary,' which I knew from reading *The French Lieutenant's Woman* by John Fowles. I thought I was the only other human being on earth who knew the word, which describes someone who supports charitable causes; it meant we had something in common. It may be only one word, but that's someone all I can hope for [because] I'm a fairly isolated character."

That both he and Gordon could "retain that word in utterly useless retention was a good indicator" of a fruitful pairing, adds Kottke, who performed in tandem with Gordon at the Oct. 2 Jammies in New York, prior to embarking on a 12-city tour together in November.

"I had a gut feeling we'd work well in the studio," Gordon notes, "though I never imagined it onstage, because he's so complete-sounding."

Clone, out Tuesday (22), is an "even split" in terms of the songwriting and lead vocal parts, says Kottke, who notes that Gordon also plays the skull flute and electric guitar on the album's lone cover, the Merle Haggard classic "I Am a Lonesome Fugitive."

RCA Victor Group senior VP of worldwide marketing Jet Hart looks to market *Clone* both to Phish fans, via the Internet and jam-band festivals, and Kottke followers, through more traditional advertising.

"It's a marketing dream," Hart says, "because the Phish guys have totally embraced it and opened up their Web sites—which brings great grassroots marketing."

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Yoga Centers Become Live Venues

Chant Artists Find New Outlets For CD Sales And Performances

BY RAY WADDELL

NASHVILLE—In a classic example of niche marketing toward a target audience, "yoga-centric" acts are taking their music to such nontraditional but logical venues as yoga centers and yoga retreats and conferences.

Kirtan chant artists like Baga Van Daas, Krishna Das, and Dave Stringer have long made their recorded music available at yoga centers. Increasingly, the trend includes live performances as well.

"It works as a lifestyle event because yoga centers play a lot that type of music anyway," says Jesse Lombardi, GM of Laxmi Recordings and former head of the Yoga Marketing Co. "Yoga conferences and conventions are another main draw for these artists. This is an organic thing that's blossomed over the past few years, and it's absolutely growing."

BUILDING A COTTAGE INDUSTRY

Tom Frouge, GM of Triloka Records—the label for acts like Das and Daas—adds, "We have built a bit of a cottage industry on yoga centers. It's a very targeted, attentive audience, very interested in new music."

Kirsten Cluthe has found her own niche, booking such artists as Stringer, Rasa, and Lumin via her Reflective Glow Agency in Princeton, N.J. She not only books acts into yoga centers but also art galleries, churches, bookstores, and holistic health food stores, like the Bodhi Tree in Los Angeles. She terms them "experimental music spaces," and the trend is growing.

"I find these places through a lot of mail-order, publications, and the Internet," Cluthe says. "You go into a market, find out what spaces are available, who is presenting, and what. It is a huge circuit and not completely developed yet."

Cluthe adds that the community itself creates the circuit development. "You find a yoga studio or a bookstore, and then they reach out, and then people are offering you their space for a performance."

Carlos Menjivar, who books the talent for well-known yoga studio Jivamukti in New York City, says the studios work as a venue, with capacity for as many as 500-600 people. "It's almost like a concert hall, with a stage and a sound system. We don't have chairs, but sometimes we use blankets for seating arrangements."

Yoga centers are fulfilling venues for artists. "From the perspective of a musician, these places are beautiful to play because the audience is really focused and incredibly responsive, and when things are set up right, the atmosphere is conducive to great playing," Stringer says. "The downside is these places generally don't have sound systems, so as a performer we

have to haul around and set up [production], which adds a few more hours to our setup."

Stringer also points out that as venues, yoga centers can lack consistency. "They can be great acoustically, with wooden floors, often in historic buildings. Or they can be a complete nightmare, not designed acoustically for music. I have gone around the circuit enough to identify the rooms that sound great and have what I need—like enough power, the ability to load-in, and appropriate lighting without columns that obstruct [the] view."

Sometimes the concerts are free, but Menjivar says they typically charge. "If an artist like DJ Chevi I. Savah comes in from California, he needs to be paid," he says, certainly not sounding like a typical talent booker when he says Jivamukti Hall in Jackson, Miss., is in mind than simply turning a profit.

"The main thing is we're not to bring in an artist to make a buck," Menjivar says. "Our major concern is to make sure the artist is trying to achieve a different state of consciousness and elevate people via their

center circuit by playing the retreats or conferences. The conferences tend to be regional, with people from a large area, and when I play I get invitations to play individual studios," he says. "Increasingly, we're getting yoga studios to cooperate in co-promoting shows at larger venues to bring the entire community together. We'll get two or three yoga centers to come in together and bear the promotional and financial responsibility and hold the [concert] at a neutral venue."

A look at Stringer's full itinerary shows stops at Peachtree Yoga Atlanta; Dragonfly Yoga in Destin, Fla.; Yoga East in Louisville, Ky.; Wild Lotus Yoga in New Orleans; and Center for Yoga in Detroit, mingled with stops at the Barking Legs Theater in Chattanooga, Tenn., and Musiquarium Banner Hall in Jackson, Miss.

Peachtree Yoga owner Graham Fowler says Stringer's fall visit was his third to the facility. Fowler has also brought in another, similar artist, Prem Joshua. "The No. 1 objective for bringing in musical artists is to have fun and get people from the yoga community together at a different way from just the yoga mat," Fowler explains. "The atmosphere and camaraderie are great."

INTIMATE INTERACTION

Stringer notes that the center can be an ad promoter of an artist. "One of the benefits of playing these places is the crowds are intensely local, and we tend to build a grassroots following this way. Promotion tends to happen on a very personal basis. If my CD is playing on a local—usually NPR—show with 50 or 60 titles, and [playing the studio] means my CDs will get significantly more display and play. I'm happy to be in Barnes & Noble and Borders, but they have thousands of titles, and finding something can be difficult. At the yoga studios, I'm visible."

Another perk is that the live music itself generates audience involvement. "Kirtan is a call-and-response thing, and Dave will sing something and then the audience sings it back. It starts to create a feeling of, instead of the audience just receiving, actively participating in the music."

Fowler charges \$18 per person for an artist like Stringer, who may draw 80-120 people. "I've yet to make any money on it, but I don't care," he says. "If I had my druthers, I'd make money, but the key thing is to bring people together. It's good for business to give people the feeling that Peachtree Yoga is a good place to hang out."

Nissan Gives Free Concerts

BY SUSANNE ALBIT

LOS ANGELES—In an innovative "stealth" concert promotion, the Z tour has featured such A-list artists as the White Stripes, Stone Temple Pilots, Enrique Iglesias, No Doubt, Counting Crows, Dashboard Confessional, Train, and Paulina Rubio performing free afternoon concerts during the past several weeks.

Employing Goldenvoice as its talent buyer, Nissan is spending top dollars this fall to attract hot acts. But the car maker has its corporate presence taking a back seat to the music.

The idea behind the Z tour (the name "Nissan" is nowhere in the title) is to quietly hype the company's latest sports model, the 350 Z, through surprise concerts in different venues and parking lots in the U.S. "We're putting on a first-rate concert [with regard to] production, sound, and management," Nissan spokesman Mike Grollman says, declining to reveal financial specifics beyond saying it is one of Nissan's hottest promotional blitzes ever. "We wanted rock'n'roll as pure as you can get [to] help create an environment where people can interact with our product in a new and exciting way."

Train began the tour Sept. 17-18 at St. Louis' Soldiers Memorial and Chicago's Lincoln Park, respectively. By the second week of October, 10 shows of the approximately 27 total planned through November had been completed.

With only one or two 350 Zs on display for each date, no Nissan branded tents, and little signage, audiences pay nothing for the shows and primarily see nothing but the shows. It looks like this strategy is working. With only two days' notice via local-radio chatter (Nissan hopes this secretive approach will help create a cool buzz for its car), about 9,000 people piled into New York's Union Square Oct. 1 to see the White Stripes. In another similarly short-notice event, Stone Temple Pilots drew 6,000 people Oct. 9 to Tampa, Fla.'s Sun Dome parking lot.

The artists appear taking with Nissan's subtle sponsorship approach. The White Stripes' booking agent, the Agency's Dave Kaplan, says his band only agreed to the Nissan tour because it "wasn't going to be a high-profile ad thing. It was going to be very low key. The band is very sensitive to that. They aren't anti-corporate, but they don't want to do anything in their mind that is cheesy."

Stripes agreed to appear for Nissan,

they turned down Playboi, which wanted them to play for a private Hollywood party; because "that would have been really cheesy," Kaplan says.

Grollman says, "We don't want to disparage traditional sponsorships, but we have a lot of confidence in our product, so we don't have to hang a lot of banners. The experience of people discovering amazing music at lunchtime is something you remember. This is a really neat way to reach out to consumers and hopefully build honest relationships."

And since the White Stripes are being careful not to overexpose themselves now that they have shifted from cult to more mainstream status with their breakout—



Signing Off. Paulina Rubio autographs Nissan's 350 Z sports vehicle after her Oct. 8 concert date in South Beach, Fla., on the Nissan-sponsored Z tour.

that a free concert was under their under-the-radar allure. "They have no plans to come back [to New York] until next year," he explains. "If anything, people get a chance to see that they haven't been able to before. I don't think it lessened anything."

Rubio, singing her brand of Latin pop Oct. 8 at Miami's South Beach, thoroughly warmed to the tour's concept. "We had the ocean, the sunset, and great people at my favorite beach," she says. "We had a beautiful moment... the perfect concert."

To achieve effectiveness, Nissan hired L.A.-based Scoop Marketing to talk about upcoming shows by visiting music-themed Internet chat rooms, instant messaging buyers of the involved acts' work, and writing letters to the editors of various newspapers. There are plans to feature events on Nissan's Web site.

"There has not been one press release on the whole campaign," Scoop owner and founder Larry Sotkers says. Even so, he adds, the concerts have largely exceeded Nissan's initial goal of corralling 500 people per show.

For the most part, Z tour supervisors have hired ample amounts of security, snagging the necessary city permits in the process. Despite this, New York police did shut off power during the White Stripes' October 1 set, citing crowd-control concerns. But lead singer Jack White never stopped playing, strolling out into the middle of the audience to finish the song "Bohannon Blues."

"It was just, 'Wow,'" Grollman remembers. "Everything is going to be a prompt—just you just have to go with it."



STRINGER

music. In that way, we provide a service to the community and uplift the consciousness of the people. We want to promote peace and inner dialogue within ourselves."

Of course, making money on the 12 to 15 concerts a year at Jivamukti isn't necessarily a bad thing, if each project stays within other promoted goals. "Our main goal is to promote these artists at this point," Menjivar says. "But we make money, so that's good. At their music, we're doing OK; we're about to break even."

Menjivar stresses that yoga classes remain the "bread and butter" of Jivamukti and concerts ancillary to the main attraction. "These music events are the icing on the cake for the artists and our students."

Frouge says Das is on the road "more than not" and has evolved toward playing more yoga retreats. "He probably splits 50-50 between yoga centers and yoga retreats. These retreats or conferences can be anywhere from three days to a week long." Stringer built much of his yoga-

ARTIST	VENUE/ DATE	GROSS/ DATE	ATTENDANCE/ CAPACITY	PROMOTER
PAUL MCCARTNEY	Piedmont Boston Sept. 30-Oct. 1	\$4,096,520 \$250,850	29,897 two nights	Clear Channel Entertainment
PAUL MCCARTNEY	Atlantic City Boardwalk Atl. Atlantic City, N.J. Sept. 29	\$2,298,060 \$250,100	12,752 one night	Concert West, Marshall Arts, MPL, Buffy
PAUL MCCARTNEY	Local Energy Center, St. Paul, Minn. Sept. 23	\$2,183,630 \$250,800	15,797 one night	Concert West, Marshall Arts, MPL
PAUL MCCARTNEY	Grand Avenue Cleveland Oct. 4	\$2,014,460 \$250,800	15,752 one night	Clear Channel Entertainment
BILLY JOEL & ELTON JOHN	Continental Airlines Arena, East Rutherford, N.J.	\$2,007,165 \$179,455	19,531 one night	Clear Channel Entertainment
PAUL MCCARTNEY	NBC Center, Raleigh, N.C.	\$1,886,275 \$250,855	13,816 one night	Concert West, Marshall Arts, MPL
CHER, CYNDI LAUPER	Alderman Center, Grand Forks, N.D. Sept. 20	\$933,190 \$93,525	19,351 one night	Clear Channel Entertainment
JIMMY BUFFETT	Crickle Pavilion, Phoenix	\$786,585 \$99,500	19,552 one night	Clear Channel Entertainment
ABERSMITH STONE TEMPLE PILOTS	Academy Amphitheater, Annapolis, Tenn.	\$717,645 \$79,525	16,332 one night	Clear Channel Entertainment
CHER, CYNDI LAUPER	Wilma Coliseum, Anson, Iowa Oct. 1	\$699,071 \$78,250	19,151 one night	Clear Channel Entertainment
ABERSMITH STONE TEMPLE PILOTS	UMW Bank Pavilion, Maryland Heights, Mo. Oct. 1	\$639,508 \$77,520	15,820 one night	Clear Channel Entertainment
CHER, CYNDI LAUPER	Kanawha Coliseum, Valley Center, Kan. Sept. 20	\$603,590 \$73,549.75	8,701 one night	Clear Channel Entertainment
SANTANA, OZMATLI	Scotiabank Bank, Santa Barbara, Calif. Oct. 8	\$462,500 \$64,500	9,953 two nights	Nederlander Organization
SANTANA, OZMATLI	Charivari Pavilion at Concord, Concord, Calif. Oct. 1	\$442,899 \$58,250	12,867 one night	Clear Channel Entertainment
SANTANA, OZMATLI	Journal Pavilion, Albuquerque, N.M. Oct. 1	\$442,534 \$58,500	12,491 one night	Clear Channel Entertainment
LUTHER VANDROSS, GERALD LEVERT, ANGIE STONE, MICHELLE WILLIAMS	Verizon Wireless Arlington, Va. Sept. 27	\$408,213 \$87,594.95	7,946 10,063	Clear Channel Entertainment
BOW WOK, B2K, IMX	Cole Arson, Detroit Sept. 13	\$296,465 \$25,530	11,724 one night	Arlene Worldwide Touring
KENNY CHESNEY, LONESTAR, BRIAN ADKINS, PINNOKY	Oak Ridge Estate, Oakhurst, Va. Sept. 21	\$291,830 \$20	16,874 one night	Clear Channel Entertainment
CREED, SEVENDUST, 12 STONES, CINDER	Ford Center, Oklahoma City Sept. 14	\$286,621 \$48,500	9,192 12,798	Clear Channel Entertainment
THE MOODY BLUES	Radio City Music Hall, New York Sept. 14	\$281,805 \$95,945/\$235	5,695 one night	Radio City Entertainment, Clear Channel Entertainment
LENNY KRAVITZ, PRINCE	Verizon Wireless Music Center, Norfolk, Va. Sept. 1	\$281,782 \$95,945	16,264 26,183	Clear Channel Entertainment
ENRIQUE IGLESIAS, PAULINA RUBIO, SOLUNA	Corbin Woods Musical Park, The Woodlands, Texas Oct. 1	\$277,250 \$77,725.50	11,818 15,948	Clear Channel Entertainment
ALAN JACKSON, JOE NICHOLS, CYNDI THOMSON	Altamonte Arena, North Little Rock, Ark. Sept. 25	\$273,650 \$45,525	8,854 9,500	Beaver Prods.
HUEY LEWIS & THE NEWS, THE MOTHER TRUCKERS	Worcester Musicfest Valley, Savannah, Calif. Sept. 29	\$270,685 \$95,950	8,514 19,479 show	Clear Channel Entertainment
ALAN JACKSON, JOE NICHOLS	Coast Sky Amphitheater, West Palm Beach, Fla. Sept. 2	\$269,363 \$39,552/\$20	14,624 19,271	Clear Channel Entertainment
NO DOUBT, GOOD CHARLOTTE, THE DISTILLERS	Altamonte Arena, Riverside, Ill. Oct. 1	\$265,865 \$26	16,431 12,500	Jam Prods.
ENRIQUE IGLESIAS, SOLUNA	Turner Center for the Performing Art, Norfolk, Mass. Sept. 1	\$255,011 \$79,875	9,115 14,400	Clear Channel Entertainment
NELLY, AMERIE, BO THYMERS, LIL WAYNE, FLO RIDE	First Union Center, Philadelphia Oct. 1	\$253,780 \$46,500	9,543 15,189	Clear Channel Entertainment
X-FEST: KID ROCK, STONE TEMPLE PILOTS, UNCLE KRACER, EARSHOT, THE COMPANY, CHEVYELLE	Verizon Wireless Music Center, Norfolk, Va. Sept. 1	\$251,613 \$47,500/\$20	14,143 29,271	Clear Channel Entertainment
LUTHER VANDROSS, GERALD LEVERT, ANGIE STONE, MICHELLE WILLIAMS	Brantley Theatre, Kearney City, Mo. Sept. 14	\$235,367 \$79,525	7,868 7,794	Clear Channel Entertainment, in-house
JOHN MAYER, GUNTER, CHARLIE HUSTON	NEI Bays Amphitheater, Albany Sept. 14	\$231,232 \$30	19,872 11,000	Houses of Blues Concerts, Margaritas Entertainment
TORY KETHN, RASCAL FLATTS, PAUL THORN	Strossem Music Center, Cuyahoga Falls, Ohio Sept. 22	\$230,549 \$44,525/\$25	19,852 19,000	Houses of Blues Concerts
NOW & ZEN FESTIVAL TRAIN, THE WALLFLOWERS, INDIANAE, JAMES MANN	Golden Gate Park, San Francisco Sept. 28	\$223,110 \$23,528	13,495 10,000	Clear Channel Entertainment
ENRIQUE IGLESIAS, PAULINA RUBIO, SOLUNA	DTE Energy Music Center, Cleveland, Mich. Sept. 28	\$222,891 \$49,500	9,829 15,313	Clear Channel Entertainment, Pulse Sports & Entertainment
BOW WOK, B2K, IMX, TQ4	Altamonte Arena, North Little Rock, Ark. Sept. 25	\$214,678 \$39,792.75	16,546 12,600	Artistic Management

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VIEWING

Venue Views™

by Ray Waddell

THE OTHER EMINEM: In a session titled "Nickelodeon & Messina: No Holds Barred," Jam Productions co-president Jerry Mickelson and Louis Messina—formerly of Clear Channel Entertainment (CCE) and now head of his own Houston-based firm the Messina Group—offered an insightful and informed look at the modern concert business during the annual convention



MESSINA (LEFT) AND MICKELSON

of the International Entertainment Buyers Assn. in Nashville. Both were candid and realistic.

Messina, whose start in the business came with the formation of Pace Concerts (with Allen Becker) in the mid-1970s, was along for the ride as SFX (now CCE)-acquired Pace as part of Bob Sillerman's huge turn-of-the-millennium concert promoter rollover. "Next year will be my 30th year in the business," Messina began. "I started out with a small company with only a few people working for me, and now 30 years later, I have a small company with only a few people working for me."

Mickelson said that Jam was also on Sillerman's list as a likely candidate for acquisition. "In 1997 when consolidation started to occur, Bob Sillerman came after us early in the game and met with us a couple of times," he said, adding that he was surprised that someone who "didn't know anything" about the concert business wanted to make such a play.

"When you look at Sillerman's model, it was a stock play and he did a very good job of that," Mickelson said. "As far as we were concerned, it's not about the money—it's about passion for this business. I still have passion. I like doing what I do, and I knew that would disappear as soon as [Jam] was sold."

Messina pointed out that Pace was one of the first promoters to go national and also jump-started the

amphitheater building boom. "At one time, we were the big bad gorilla that everybody said was getting too big," he said. "We felt like we had to be in the ancillary business to control our own destiny."

Mickelson said his opinion of a consolidated concert industry is that "the business model doesn't work. You [don't] pay high multiples for a business with a slim margin."

It is not difficult to become a player in the concert business, Messina pointed out. "As Bob Sillerman proved, you can jump in any time you want. If you have a checkbook, you're in the game. And if somebody comes along and offers you 11 times what you're earning, put me in, coach. I'm there. What Bob Sillerman did was take a play for him and in less than two years he made hundreds of millions of dollars when he flipped it to Clear Channel."

Messina said he was initially enthusiastic when CCE bought SFX for \$4.4 million in March 2000 (see page 12, March 12, 2000). "I thought, 'What a great merger. Live entertainment and radio: This is the way to grow our business,'" he recalled. "I don't know what went wrong. I have a lot of friends at Clear Channel with passion, and I also have a lot that can't wait to hit the highway."

According to Messina, demand for acts to play venues has led to increased artist guarantees. "The biggest obstacle we're facing is a business that is eroding," he said. "Grosses are going up, ticket prices are going up. Since 1998, they've increased 35%, and average attendance has fallen over 30%. Unless it's a die-hard fan, they're not going to shows, and we need to change that."

Mickelson agreed. "[CCE] is leveraging their amphitheaters to get dates indoors, and that's causing a lack of acts for those of us who bring acts to play your buildings. The top 40 markets are all they're considering. The prices are so high with the guarantees to the acts, so even if we can get them, we can't do it with the artists we need [secondary markets]. The leverage they get has hurt us a lot."

Messina added, "The buildings need people, like Jerry and I, who talk the language of this business. We know how to sell tickets and make the artist comfortable."

Messina said his staff of four worked 130 shows last year. "I have a philosophy of hire less people and pay them more. If you do your job, the money will be there."

ALBUMS

Edited by Michael Paoletta

POP

JASON MRAZ

Waiting for My Rocket to Come

PRODUCER: John Alogoskoufis

Elektra 62629

His last name (pronounced merr-ah) might prove a little tough to pronounce in the beginning—but no matter—the first set of major-label songs from Jason Mraz clearly deserves a catchy brand of whimsical, guitar-driven pop. Thankfully taking some risks on a first big time out, the San Diego-based artist strings together accessible, but happily unexpected lyrics on such stand-out tunes as the peppy "The Remedy (I Won't Worry)." He does often choose the straight pop line over the funny, possibly more refreshing, country vibe heard on cuts like "Cubside Prophet." But twisting the familiar boy-wants-girl song on "Remedy" with words like "...it's comedy is that it's serious; the tragedy is how you're going to spend the rest of your nights with the lights on," Mraz decided to fit in with the folks currently missing the romantic rock category, like producer John Alogoskoufis's other subjects: Dave Matthews and John Mayer.—**SA**

THE DONNAS

Spent the Night

PRODUCER: James Carmer, Robert Shimp

Atlantic 83667

Lead name, the Donnas are back. They've knocked up with a major-label and they're now sounding like the Run-aways gone fassile. Cherry bombs with extra bang: tougher acts and a vocalist (Brett Anderson, aka Dave Navarro) who can sing Cherrie Currie under the bar any night of the week. The themes? Sex, booze, and partying; rock'n roll the way the devil intended it to be. Right from the Sex Pistols-esque opener "It's on the Rocks," the energy doesn't stop. And don't bother checking for ballads. You've gotta get girl bands that can deliver out of supplies who wear \$200 "Diddy" Denim. (Keep an ear out for the Johnny Thunders lick, mm-mm.) If this disc doesn't make it in the top 10, it's a damn "samsy" feel of a couple of the songs, but at least under 40 minutes it's basic. Manic-aggressive and cute to boot, the

S P O T L I G H T S

FOO FIGHTERS

ONE BY ONE



FOO FIGHTERS

PRODUCER: Nick Raskulinecz

RCA 078362

Pos frontman Dave Grohl returns with a set that ranks among his band's best work. In recent years, Foo Fighters have emerged as a study in Grohl's contrasting tastes for Led Zepplin-inspired arena riffs and softer, Evan Dando-style alternative pop. *One by One*, in all its thunderous anger and desperate expressions of love, represents a full-on exploration of the Pos's '70s influences. Call it the antithesis of 2000's light-as-a-feather *There Is Nothing Left to Lose*. It also has some of Grohl's best writing. Thematically, *One by One* is like Bruce Springsteen's *Tunnel of Love*, redefined for a post-gunge-label audience—centering on the dark ambiguities of love and commitment. Grohl handles the topic with an almost confessional honesty, giving the set an emotional intimacy that makes it all the more satisfying.—**BG**

FAITH HILL

Warner Bros. 48001

From the igniting power chords of the funny "Free," Faith Hill is making a soulful pop-country statement, with the emphasis overwhelmingly on the pop side of the equation. That said, Cry is a confident effort, with Hill baying claim as queen of that segment of the country landscape. The set tilts heavily toward R&B disavowed on songs like "One" and "Unsaveable." Producer Byron Gallimore delivers hits via synth-laden, multi-layered middlemeas



and soaring, if sometimes bland, ballads. Hill also delivers impressive vocals on the gospel-tinted "Stronger." Over the course of 14 cuts, the record gets a little repetitive, with nary a folde or steel bent within earshot, but given Hill's high profile and a big promotional push, expect platinum sales and megahits at radio.—**RW**



ROD STEWART

It Had to Be You... The Great American Songbook

PRODUCERS: Phil Ramone, Richard Perry, Eric Davis

J 20039

Rod Stewart joint the ranks of rockers who have opted later in their careers to momentarily shift gears and tackle the lofty task of interpreting pop standards. Of all the performers who have tried their hands at such challenging material, Stewart is perhaps the most initially odd match for songs like George & Ira Gershwin's "They Can't Take That Away From Me" and Cole Porter's "Evertime We Say Goodbye." It's hard not to hear ranch-rocker like "Hot Legs" echo in the back of your head while listening to him gamely croon amid lush strings and traditional jazz arrangements. But after moving past those first moments of seeming pat, the songs show their true value. In fact, listening to the album, the listener will discover an album full of pleasant surprises and vocals that show Stewart in a most flattering light.—**LF**

cult following on the strength of its mesmerizing live shows and extensive back-catalog. With *In Absentia*, the group delivers a jarring tour-de-force, replete with strong songs, cryptic lyrical musings, virtuosic musicianship, and lush orchestration (that lies somewhere among Radiohead, King Crimson, and Metallica). Highlights include lead single "Strip the Soul," industry-bashing anthem "Sound of Music," and the sublime "Laps of Ashes." With an opening set focused on "Live Us Some," the band, steady rotation on MTV2, and a headlining tour to follow, Porcupine Tree is poised to become the next big thing you've almost never heard of.—**CR**

GARAGELAND

Scorpions Rhythmic

PRODUCER: Malcolm Welzford

Fishbone 0006

New Zealand pop-rockers Garageland come out swinging and stinging with this full-length release. Simultaneously commercial and artistically legit, *Scorpions Rhythmic* finds singer/songwriter Jeremy Eade in fine form. Eade knows how to nail down a sing-along number, from the single "I'm So Sick" to "Sweet," with its "Bea-Land" hits to the catchy-quippy "Shan-Around." ("So burn my heart down for the insurance But I can't get the insurance company to pay for the stand" beat and utilitarian harmonies of "Gone." And for a touch of the harder stuff, love the punky "Get Some" and the whimsy-funk "Crash.") I'm going with, crazy, you should come too." The act also gets the slow stunner on the acts as the acoustic "Superstars" and the strings-sung "I'm So Sick" (and totally irresistible "Carry Me South." Garageland knows how to collar-drag its '60s sensibilities into the new millennium and deliver the group fresh to your stereo.—**AZ**

Donnas are a blast, and *Spent the Night* is top-drawer pop music.—**AZ**

KOTTONMOUTH KINGS

Rollin' Stoned

PRODUCER: Brad X, Mike Kumagai

Capitol/Sabertone Netzer 34286

With its hybrid of hip-hop, punk, and rock, the Kottonmouth Kings' full-length album is a kick-back listen full of energy. The band's sound is a mix of acoustic guitar. While the project has a heavy lyrical theme touting the legalization of marijuana, the songs reflect a

positive outlook on life beyond their drug references. Case in point is the pop-oriented "Positive Vibes," which includes the chorus "we need some positive vibes for these rainy days/let the sun come out and push these clouds away." The Kings offer a number of clever, pun-jams ("Float Away" and "Rest of My Life") that stress the importance of relaxation and enjoying one's personal relationships. These ideas are also prevalent on many of the more hip-hop-oriented tracks, like the synthesizer-laden "Endless Highway."—**JK**

PORCUPINE TREE

In Absentia

PRODUCER: Steven Wilson

Lava/Atlantic 83604

Ten years after their auspicious 1992 debut, *On the Sunday After Life* (or L.I.K. in Deterium Records), Britain's post-grung progenitors Porcupine Tree is poised to break the U.S. with its much-anticipated major-label debut. Fronted by show/onion/producer/multi-instrumentalist Steven Wilson, the quintet (which also includes ex-Japan keyboardist Richard Barbieri) has amassed a devout

R&B/HIP-POP

JURASSIC 5

Power in Numbers

PRODUCERS: various

Interscope 4347

Who said nice guys finish last? Fun-loving hip-hop outfit Jurassic 5 scores again with *Power in Numbers*, the follow-up to its critically acclaimed major-label debut, 2000's *Quality Control*. The

(Continued on next page)

V I T A L R E I S S U E S

WARREN ZEVON

Genius: The Best of Warren Zevon

PRODUCERS: Warren Zevon, Gary Peterson

Capitol/Rhino 73771

Question: Why is Warren Zevon not one of the most heralded American songwriters of the last quarter century? Discuss. And here's the answer: After years of research, Zevon—from all of the excitable boy's studio albums from 1975's *Warren Zevon* to this year's fatalistically titled *My Darling Clementine*—these 22 tracks constitute a 100-proof cross-section of the man's work. Whether you like his more commercial material ("Werewolves of London," "Poor Poor Pitiful Me"), the dark and downtrodden

stuff ("Carmelita," "Reconisher Me"), or the outright outrageous ditties ("Excitable Boy" et al.), you won't be disappointed. Every face from the gallery is represented here—the thudding combo-punch beat of "Boom Boom Mancini," the wryer than wry "Detox Mansion," etc. As the 55-year-old Zevon—who revealed last month that he has been diagnosed with terminal lung and liver cancer and has a very short time left on this earth (Declaration of Independents, Sept. 21)—says in the song "Genius": "There's nothing I could do or say I haven't done or said." This is the chronicle of a sparsely saluted renegade tal-

ent, a one of a kind, and, yes, a genius. Ahhoooo!—**AZ**

GRANT GREEN

Retrospective

REISSUE/PRODUCER: Michael Cosma

Blue Note 40851

Grant Green, who died in 1979 at the age of 47, was Blue Note's house guitarist—the man annotator Bob Blumenthal calls "the label's most ubiquitous performer at the time." This long-overdue four-CD compilation ably surveys Green's 1963-69 contributions as a leader and sideman during what was arguably the label's most artistically creative and commercially



potent era. The first two discs showcase Green's formidable soul-jazz swing in tandem with the

imprint's nonpareil crew of Hammond B-3 organists—Baby Face Willette, Jack McDuff, Jimmy Smith, Big John Patton, and, most importantly, the forward-looking Larry Young. The other two discs take in Green's solid work on straight-ahead sessions, where he played alongside Hank Mobley, Horace Parlan, Stanley Turrentine, like Quebec, and Lee Morgan, and shined on his own in formats ranging from the soulfully commanding sextets. Green's formidable sense of rhythm and economical, sensitive attack shine through in this thoroughly and completely convincing one of jazz's best team players.—**CM**

CONTRIBUTORS

WARREN ZEVON: Susanne Ahl, Bradley Bamberg, Lella Cobb, Larry Flick, Brian Garrity, Kashan Hall, Jill Kinsell, Gail Mitchell, Chris Morris, Deborah Evans Price, Craig Rosenberg, Philip Van Dyke, Ray Waldell, Adrian Zapp. **SPOTLIGHT:** Released during the review period on the label of the corresponding format. **CRITIC CHOICES (C):** New releases, regardless of chart potential, highly recommended because of their musical merit. **MUSIC TO MY EARS (M):** New releases deemed "Picks that were featured in the *My Ears* column as being among the most significant records of the year. All albums commercially available in the U.S. are eligible. Send review copies to Michael Paoletta (Billboard), 770 Broadway, 6th floor, New York, NY 10003 or to the writers in the appropriate format.

(Continued from preceding page)

Los Angeles-based sextet—MCS Zaakir (Soup), Charli Zia, Aki, Marc T, and Djs/Producers Nu-Mark and Cut Chemist—remain true to the formula that earned them the respect and adoration of fans and fellow artists alike. Devoid of the glutinous materialism found in most of today's rap music, *Power in Numbers* is a fed-good trip back to the day when rap was just about creative wordplay and a great backbeat. "Thin Line," featuring Nelya Pantoja, explores the "thin line" between cops and lovers over a futuristic, string-tinged breakbeat courtesy of Cut Chemist. Lead single "What's Golden" is already receiving attention, thanks, in part, to its catchy hook that harkens back to classic rap songs of the late '80s. Other stand-out tracks include "Freedom" and "A Day at the Races," which features Percy P and Big Daddy Kane. —**RW**

GOAPELE

Even Closer
PRODUCER: various
Stylez/RED/Sony 230108
Her name, Goapele Mohlabane, is just as intriguing as her music. Having generated considerable buzz in her native South Africa, this gifted singer/songwriter of South African and Jewish heritage is poised to break out. And rightfully so. This arresting set originally mixes R&B, hip-hop, jazz, and electronics in introspective, candid songs that colorfully reflect this soulful sister's diverse range and life experiences. Whether bumping down the neo-soul route, "Closer," getting "In touch with her inner spirit" on the compelling ballads "Middle Eastern" and "Salvation," or expressing anti-war sentiment on "Red, White & Blue," Goapele's smoky, husky voice is a beacon that shines on a set that wisely steers clear of overproduction. While calling to mind such influences as Nina Simone and Sade, this classic chamber-in-the-making is definitely her own woman's substance. Contact: 510-451-1200. —**GM**

MURKIN

★ PINKMONKEY
Producer: Mike Pooley
PRODUCER: Mike Pooley, Paul Worley
BMG 67049
One of the more exciting major-label debuts in recent memory, Pinkmonkey combines expert, aggressive musicmaking with sterling

vocals and swing-for-the-fence performances. Like Diamond Rio's backwoods cousins, the group melds insistent, grassy fare like "Slow Train Comin'," "Jars of Clay," and the swampy "Barbed Wire and Roses," with funkier country-rock stuff like "Every Time It Rains," the ramblin' cover of Sugar Ray's "Fly," and Eagles-country country in "The Longest Road." Frontwoman Mike Reynolds is an impressive vocalist, owning a clear, high-tenor adept at up-tempo and stunning on such ballads as the gorgeous "Augusta." If this isn't what country radio is looking for, then perhaps a new format is in order. —**RW**

BLUES

DEBORAH COLEMAN
Soul Be Hi
PRODUCERS: Deborah Coleman, Edward Chmielewski
Blind Pig 5079
Some artists are studio creatures. Their recording studio work is great, while their live performances leave something to be desired. Blues guitarist/vocalist Deborah Coleman, on the other hand, has always been queen of the live set, eager to get onstage and light it up. It's appropriate, therefore, that Blind Pig has released a Coleman live album. *Soul Be Hi* captures Coleman in overdrive, and that's a fine vice. Critics have harried all sorts of superlatives at her guitar prowess. The accolades are well-deserved, and, as we hear on these tracks, she's at her most intense and fluent when she's working for a crowd. For the tasty sample, listen to the articulation and melodic sensibility of her picking on top of the rolling bass line of "Goodbye Misery." Coleman puts a major notch in her case with *Soul Be Hi*. —**PV**

MAGIC SAM
Rockin' Wild in Chicago
PRODUCERS: Robert G. Koester, Steve Wagner
Diamond 745
Magic Sam Magheth has been dead for 33 years and laid behind a slim body of studio work, so this collection of newly unearthed live material from 1963 to 1968 is cause for celebration. On these ultra-lo-fi, yet storming sides, the singer/guitarist shows why he was considered a peer of such contemporaries on Chicago's West Side as Buddy Guy and Otis Rush: as a vocalist, he was virtually unapproachable. Heard here in the raucous environs of the Windy City's Copacabana, Alex Chab and Mother Blues, Sam burns through trio and quartet takes of such staples of his repertoire as "I Found New

Love," "I Don't Want No Woman," and "Every Night, Every Day," plus some crowd-pleasing covers. The sound quality is nothing to write home about, but the performances more than make up for it. —**CM**

LATIN

★ VARIOUS ARTISTS
Rumba Flamenco
PRODUCER: various
Putumayo 203
Putumayo's compilation of Latin-influenced flamenco music harks directly to the Gipsy Kings' breed of rumba gitanos (or rumba flamenco). In other words, this is not for flamenco purists. There's a wide range of material here, from the pop strains of Javier Ruibal's "Isla Mujeres," to the opening "Rankankin" by Mala Vende C!, inspired by Tito Puente's "Tito Puente." *Rumba Flamenco* gives us a lot more African-based, Latin jazz fusion in Watiri's "Lel," although the most interesting mixes can be found in "Ojos de Brujo" by Vaellos and Zinoq's "Ouf Pena." There's also some fluff here, but it never ceases to be entertaining. —**LC**

EN ALMA, CHERPOY & CAROZÓN
PRODUCER: Roy Norey, Mariano Pérez
BMG U.S. Latin 74321
Puerto Rican merengueurs Giselle and En Alma have created a particularly beautiful and heartwarming set with *Nothing in Vain*. One of the principal architects of the high-energy Mbaxas sound, N'Dour operates a bit under for better pitch on these tunes, though the rhythmic elements of Mbaxas remain very much in play here. Every song is translated into English in the liner notes, providing the clue we need regarding the elegance and diversity of its lyrics. There's limited recourse to Western instruments on these tracks. The beating heart of this sound is Senegalese percussion, kora, bama, ballo, and salala. The best of the best includes the lilting groove of "La Femme est l'avenir de l'amour." N'Dour's very hip cover of "O'ny a pas d'amour heureux," the graceful, ardent arrangement of "D'ou," and the timely, righteous message of "Africa, Dream Again." —**PV**

YAIKE
Donde Me Lieve al Viento
PRODUCER: Miguel Bascas, Luca Rustid
LP
Mucho ade has been made of the fact that up-and-coming Puerto Rican

Yaike is more than just another female pop singer by virtue of the fact that she writes all her material in its entirety. But while her previous album sounded way too traditional to allow Yaike to stand out as a singer-songwriter, this—her third effort—highlights a more mature writer and one with a more refined personality, both in delivery and in musical arrangements. The album kicks off with the moody, rock-tinged title track, which is laced with acoustic piano and electric guitar, and then follows with the more uptight "Ay Qui Pasión," whose bluesy piano works well against Yaike's strong, sometimes gritty voice. When Yaike opts for the rock/pop sound, she's at her most distinctive best. Yet she vacillates between this and more facile pop ("Dime" and "Te Amor Tanto"), the kind that's more forgettable. But this artist needs no compromise. In tracks like "Te Voy en Mi Sombra"—emotive, emotional and convincing—she's superb. —**LC**

WORLD

YOUSSOU N'DOUR
Nothing in Vain (Cocoon du Nord)
PRODUCERS: Youssou N'Dour, Habib Faye
Nonesuch 79654
Senegalese singer/songwriter Youssou N'Dour has created a particularly beautiful and heartwarming set with *Nothing in Vain*. One of the principal architects of the high-energy Mbaxas sound, N'Dour operates a bit under for better pitch on these tunes, though the rhythmic elements of Mbaxas remain very much in play here. Every song is translated into English in the liner notes, providing the clue we need regarding the elegance and diversity of its lyrics. There's limited recourse to Western instruments on these tracks. The beating heart of this sound is Senegalese percussion, kora, bama, ballo, and salala. The best of the best includes the lilting groove of "La Femme est l'avenir de l'amour." N'Dour's very hip cover of "O'ny a pas d'amour heureux," the graceful, ardent arrangement of "D'ou," and the timely, righteous message of "Africa, Dream Again." —**PV**

CHRISTIAN

PATTY CABRERA
Love Someone Like Me
PRODUCERS: Patty Cabrera, Paul Dexter
Petra Productions 01
Patty Cabrera's two previous albums

revealed a vocalist of impressive range and a songwriter with keen insight. After leaving Curb Records, Cabrera briefly disappeared from the Christian music scene, but this highly listenable new set was worth the wait. Producing with Paul Dexter, Cabrera took a more active role in this project, and the result is a buoyant, energetic set of songs with a life-affirming feel, particularly on cuts like the lively opener, "Live Your Life," and "Love Come Down," an infectious uptempo that pays homage to her Latin roots. "Finally" is a pretty ballad that could easily find a welcome home on mainstream AC radio. The first release from the New York Philharmonics, this album shows an artist in full control of her gift and making the best music, thus far, of her career. Distributed by Diamante. Contact: 800-766-4364. —**REP**

DVD-VIDEO

ANNE-SOPHIE MUTTER
Beethoven: The Complete Violin Sonatas / A Life With Beethoven
DIRECTOR: David Sirens, Reiner E. Moritz
Deutsche Grammophon 073-014-009
Anne-Sophie Mutter is the modern classical record company's dream artist; not only is the 39-year-old concert virtuoso a musician of near peerless virtuosity and unimpeachable integrity, but she is also gorgeous and glamorous. With this DVD, Deutsche Grammophon offers the visual companion to Mutter's 1998 CD set of the complete Beethoven Violin Sonatas, filmed in Paris with her long-time recital companion, pianist Lambert Orkis. The performances of these 10 wonderful works are fiery and individual (and for those who care about such things, Mutter's concert dresses are fantastic). The second disc also features an earnest but entertaining hour-long film, *A Life With Beethoven*, that surveys Mutter's life from her childhood, through her beginnings as a very young protégé of Herbert von Karajan to her recent visits to the Beethoven house in Bonn, Germany. This nicely produced DVD set is the ideal complement to Mutter's newest CD release, a live recording of the Beethoven Violin Concerto. Price: from the New York Philharmonics under Kurt Masur (DG 289-471-349). —**BB**

NOT E W O R T H Y

PEVEN EVERETT
Storied Soul
PRODUCER: Peven Everett
ABR Soul 8002
Storied hip-hop indie ABR Records makes this its first foray into R&B with the launch of its ABR Soul arm and debut act Peven Everett. The Harvey, Ill., native—who has toured with Betty Carter and Wynton Marsalis—offers his take on contemporary soul with the stellar *Storied Confessions*. Lead single "Testin' Me," which was re-aired last year, is a laid-back affair that seduces with its driving bassline. The singer/songwriter, who also produced the entire

album, offers a little Latin flavor on the acoustic-guitar-tinged "You Are to Me." Everett's smooth

tenor glides over tracks like "World Love," "One More Time," and "I Can Give It." With this flawless set, look for Peven Everett to be one of 2003's breakout artists. For more information, visit abrecords.com. —**RW**

VARIOUS ARTISTS
Red Hot & R&B
PRODUCERS: Various
Red Hot 3675
The Red Hot Organization once again combines consciousness with great music for its 14th benefit album. This time out the organization pays tribute to the late Fela Anikulapo-Kuti, Nigerian revolu-

tionary and the father of Afrobeat, with *Red Hot & R&B*. Neo-soul and hip-hop artists team with tradition-

at Afrobeat musicians to craft a set that would make Kuti—who died of AIDS-related causes in 1997—proud. The combination of soul and African rhythms is as inspiring as it is infectious on "Water No Get Enemy," which features D'Angelo, Jay-Z, Roy Hargrove, Nile Rodgers, the Soultronics, Positive Force, and Kutis on. Femi. Other highlights include a remix of Sade's "By Your Side," Kelli's dance-influenced "So Be It," and "Shakara/Lady (Part Two)," which features Cheikh Lô, Les Nubians, Manu Dibango, and Chaka Demus. Proceeds from the disc benefit Red Hot's AIDS-related fundraising efforts. —**RN**



SINGLES

Edited by Chuck Taylor

POP

★ **SPLINDER** Save It For Later (3:55)
PRODUCER: Mark Endert

WRITER: W. Boone
PUBLISHERS: Tortured Angel Music/Hill and Run Music Publishing Ltd./adm. by EMI Music Publishing Inc., ASCAP
121119 (CD promo)

It's the guys of Splinder return for their sophomore album, *To Whom It May Concern*, having moved on to 2 Records. With its 1999 debut album, the group found an appeal wide, covering both modern rock ("Yeah, Whatever") and hot AC ("I Think God Can Explain"), due largely to frontman Wayman Boone's songwriting prowess. While the catchy first single from *Concours*, "Save It For Later," should have great potential at modern AC, it may be able to cover both bases comfortably. The acoustic strums drive the verse, with Boone's bric-a-brac thoughtful about living in the present. The catchy, harmonic chorus is the real gem, sure to stick in many ears this fall. The rock music boosts the electric-to-acoustic ratio, making the cut a little harder, fitting for a lighter, songwriting-driven slot at rock. —EA

★ **TORI AMOS** A Starry Starry (3:58)
PRODUCER: Tori Amos

WRITER: T. Amos
PUBLISHERS: Sweet and Stone, ASCAP
9510928 (CD promo)
 Tori Amos marks her 12th Epic Records debut and seventh album, *Scarlet's Walk*, with the start of a journey taken to a country with a would-be soulmate that she can't get out of her head. The ethereal singer/songwriter veers her melancholy memory by singing such clever lyrics as "And I'm so sad/I see a good book can't put this day back" and wisely keeping a light hand on the production. Amos' ever-faithful piano is used as an accent this time instead of leading the song, adding lilting touches to a composition that is layered with her singing voice, a gentle rat-a-tat-tat of percussion, and the cello or two of guitar. For an artist who has been denied mainstream radio play for much too long, this is a song that could open doors at adult top 40 and modern AC. This is the right time for Amos, especially as we begin to witness the impact of her offspring: Vanessa Carlton's ivory- and string-laden "A Thousand Miles" likely would have struggled for more air time had Amos not kicked the door open 10 years ago with a similar band on her timescale debut, *Little Earthquakes*. —CT

ROCK

► **TRIFTER** American Cliché (3:37)
PRODUCERS: Ben Grossie, Richard Patrick
WRITER: R. Patrick

PUBLISHERS: EMI April Music/Happy Ditties From Paradise, ASCAP
Reprise 100983 (CD promo)
 Since its 1995 debut, Trifter has found success at a variety of volumes, from the dark, menacing sounds of "Man May Not Shit" to the understated "Take a Picture," which managed to become a crossover hit. Following the midlevel success of this one, "Where Do We Go From Here," which stalled just below the top 10

SPOTLIGHTS

JENNIFER LOPEZ FEATURING STYLIS AND JADAKISS *Jenny From the Block* (2:52)

PRODUCERS: Oliver, Rooney, Poke & Tone
WRITERS: Oluse, M. Dene, J. Lopez, Oluse, Barnes, J.F.A. Min, Parker, Sterling, Oliver
PUBLISHERS: various
Epic Records (CD promo)
 Jennifer Lopez deserves a large share of the culpability for taking today's pop music in a direction that centers less on the named artist than on a rapper whose task is to put meat on a bullet-bone melody and sing-songy choruses. Hits like "I'm Real" and "Ain't It Funny," both with Ja Rule, certainly

TORI BRAXTON *Hit the Freeway* (3:48)

PRODUCERS: the Neptunes
WRITERS: P. Williams, C. Hawkins
PUBLISHERS: Waters of Nazareth/EMI-Blackwood, BMI; Doncorco Music, ASCAP
Artist 5196 (CD promo)

One of pop/R&B's celebrated and more versatile female vocalists returns to the fold, after taking time to deliver her first child (she's expecting again, due in early 2003), with an on-the-mark contemporary jam, courtesy of the ubiquitous Neptunes. Though the song's production signature is bountiful, thankfulness there's still plenty of Braxton's gold-plated vocals to savor, as she hands off wailing papers to a no-gro-mani. Continuing the path she began on her previous album, 2000's Grammy award-winning *The Heat*, the flavor here is decidedly R&B, with a blend of fat, lazy bass, a jerky beat, and mantra-like chorus, along with hearty harmonies from the over-cultured Braxton. The promo disc offers a radio edit featuring rapper Loon, as well as a Loon-free mix. It's hard to believe that Braxton has been cooking the hits for a decade now, given her continuing appeal to the younger end of the radio audience. Expect big things across the board from her fifth studio album, *More Than a Woman*, (due Nov. 19), which features songs from such other hard-heavy producers as Rodney Jerkins and J. Rotti. —CT

at modern and mainstream rock, this second single from *The Jeopards* finds a cranked-up industrial flirtness from the screaming synthesizers to the aggressive guitars. Reacting to the recent school violence at Columbine and beyond, frontman Richard Patrick's lyric explains teenage rebellion (the American cliché in question) from the perspectives of both the victim and the assailant, all framed in



school-bus imagery. He delivers the story with a vocal louding with agency and heavy on the throaty wailing: "You want a way to the same." With a little luck, this kind of message could help cultivate

CRAIG DAVID *What's Your Flava?* (3:34)

PRODUCERS: Marshall & Trell
WRITERS: C. David, T. Henry, A. Marshall
PUBLISHERS: Wisniewski Music London Ltd./First Avenue-BMG Music International
Whisper! Atlantic 300948 (CD promo)

Fresh off the success of his platinum debut, *What's Your Flava?* is the musical equivalent to an ice cream dream. Comparing his various female companions to ice cream flavors, David has more options available than Baskin-Robbins, singing, "Tell me, what's your flava, what's your fantasy?" The funked-up track, courtesy of Marshall & Trell (of U.K. Regi-O'Zuff), pays homage to Meri O'Connell with its synth-sited production and use of a voice box. "What's Your Flava?" is a notable departure from David's two-step roots and the R&B/pop fusion of *Born to Do It*, but his by-the-door persona should more to look to sell the single at top 40. Look for video outlets to also pick up on this tasty treat, thanks to a delicious videoclip for the single that pays tribute to *Willy Wonka* and *The Chocolate Factory*. No sophomore slump going on here. —RW

more awareness and understanding and diffuse some angst at high school.—EA

JOHNNY CASH *Personal Jesus* (3:19)

PRODUCER: Rick Rubin

WRITER: M. Gore

PUBLISHERS: EMI Blackwood, BMI

Lost Highway 02369 (CD promo)

Even before his huge success and occasionally eccentric collaborations with producer Rick Rubin, Johnny Cash was always a fearless interpreter of others' music, regardless of boundaries for genre and irreverently stamping each song as his own. This treatment of the Depeche Mode chestnut has a similar feel to Cash's most recent cover of Alice in Chains' "Bury My Body." Cash's worldly-wise "rusty cage" has a troubling acoustic guitar line and subtle boogie piano into a treatise of understanding and faith. When Cash recognizes "lesh and bone by the telephone," then advises "reach out and touch that," the seriousness of his delivery takes on truly Biblical proportions. That it may or may not have been the song's original intention, but either way, Cash has taken ownership and, as always, his voice can rule the airwaves. Have faith. —RW

COUNTRY

► **LEE ANN WOMACK**

Forever Everyday (3:50)

PRODUCERS: Wright, Womack

WRITERS: P. Patton-Johnson, D. O'Day

PUBLISHERS: Sony/ATV Cross Keys Music, DeWitt Music, ASCAP

MCA 9510928 (CD promo)

The second single from Lee Ann Womack's *Something Worth Learning Behind* is a beautiful ballad with a poignant message of love, innocence, and the passing of time that goes to our hearts and minds. Penned by Kim Patton-Johnson and Devon O'Day, the wistful lyric captures the beauty of a child's perspective on the universe. The chorus will make you want to kick off your shoes and chase fireflies, and the second verse will give you chills. It's a gorgeous, powerful lyric, and the song is perfectly suited to Womack's sweet, vulnerable delivery. She tackles edgier material on her album and handles it with aplomb, but it's on this kind of thoughtful, transcendent song that her talent shines. —DEP

RAP

BUSTA RHYMES *Featuring Spliff Star* *Make It Clap* (3:42)

PRODUCER: Rick Ross

WRITER: not listed

PUBLISHER: not listed

1 Records (CD promo)

The lead single from *It Ain't Safe No More*, Busta Rhymes' second album from 1 Records, is another club anthem. Produced by Rick Ross, it features Rhymes' hype man and Pimpino Squad affiliate Spliff Star, who holds his own. "Make It Clap" is nothing out of the ordinary for Rhymes, who has made a career of spitting witty one-liners and sequencers over kinetic beats—but that's what works best for him. It will be hard for Rhymes to repeat the success of the P Diddy and Pharrell Williams duet "Pass the Courvoisier Part II," which peaked at No. 4 on the *Billboard* Hot R&B/Hit-Pop Singles & Tracks chart, but "Make It Clap" will more than satisfy his fan base. —RW

CONTRIBUTORS: Eric Ate, Deborah Evans Price, Rashawn Hall, Chuck Taylor, Chris L. Thies, Ray Waddell. SPOTLIGHT: Releases derived by the review authors to discuss special attention on the basis of musical merit and/or Billboard chart position. NEW & NOTEWORTHY: Reviews: Extraordinary releases or upsurging artists. PICKS BY: New releases of the week in the corresponding format. CRITICS' CHOICES: New releases, regardless of chart position, highly recommended because of their musical merit. Send review copies to Chad Taylor (Billboard, 1710 Broadway, 6th floor, New York, NY 10003) or to the writers in the appropriate bureau.

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2002

Billboard HOT R&B/HIP-HOP SINGLES & TRACKS™

WEEK	LAST WEEK	TITLE	PRODUCER (SONGWRITER)	IMPRINT / NUMBER/PROMOTION LABEL	Artist	WEEK	LAST WEEK	TITLE	PRODUCER (SONGWRITER)	IMPRINT / NUMBER/PROMOTION LABEL	Artist
1	2	1	2	1	2	1	2	1	2	1	2
1	2	LUV U BETTER ○	W. McMillan (C. McMillan)	1	1	1	2	THE STREETS ○	W. McMillan (C. McMillan)	1	1
2	1	DILEMMA	W. McMillan (C. McMillan)	1	2	2	1	DON'T SAY NO, JUST SAY YES ○	W. McMillan (C. McMillan)	2	2
3	1	WORK IT	W. McMillan (C. McMillan)	1	3	3	3	TONIGHT I'M GONNA LET GO	Sylvestra (S. McMillan)	3	3
4	1	I CARE I LOVE	W. McMillan (C. McMillan)	1	4	4	4	ROCK THE PARTY ○	W. McMillan (C. McMillan)	4	4
5	1	GIMME THE LIGHT ○	W. McMillan (C. McMillan)	1	5	5	5	I SHOULD BE...	W. McMillan (C. McMillan)	5	5
6	1	DON'T CHANGE	W. McMillan (C. McMillan)	1	6	6	6	STOLE	W. McMillan (C. McMillan)	6	6
7	1	HEY MA ○	W. McMillan (C. McMillan)	1	7	7	7	RELAX YOUR MIND ○	W. McMillan (C. McMillan)	7	7
8	1	BABY	W. McMillan (C. McMillan)	1	8	8	8	UP & DOWN (IN & OUT) ○	W. McMillan (C. McMillan)	8	8
9	1	GANGSTA LOVIN'	W. McMillan (C. McMillan)	1	9	9	9	HIT THE FREEWAY ○	W. McMillan (C. McMillan)	9	9
10	1	STINGY	W. McMillan (C. McMillan)	1	10	10	10	GROWING PAINS (DO IT AGAIN) ○	W. McMillan (C. McMillan)	10	10
11	1	WHEN THE LAST TIME ○	W. McMillan (C. McMillan)	1	11	11	11	NO LETTING GO	W. McMillan (C. McMillan)	11	11
12	1	MOVE B*T*H ○	W. McMillan (C. McMillan)	1	12	12	12	LIKE I LOVE YOU ○	W. McMillan (C. McMillan)	12	12
13	1	PO FOLKS ○	W. McMillan (C. McMillan)	1	13	13	13	MORE THAN A WOMAN ○	W. McMillan (C. McMillan)	13	13
14	1	MY LIFE OF MY LIFE (AN ODE TO HIP HOP) ○	W. McMillan (C. McMillan)	1	14	14	14	THIS IS MY PARTY ○	W. McMillan (C. McMillan)	14	14
15	1	TRADE IT ALL	W. McMillan (C. McMillan)	1	15	15	15	CONNECTED FOR LIFE ○	W. McMillan (C. McMillan)	15	15
16	1	'03 BONNIE & CLYDE	W. McMillan (C. McMillan)	1	16	16	16	IN THE NAME OF LOVE	W. McMillan (C. McMillan)	16	16
17	1	NOTHIN' ○	W. McMillan (C. McMillan)	1	17	17	17	FROM THE CHURCH TO DA PALACE	W. McMillan (C. McMillan)	17	17
18	1	BRAID MY HAIR	W. McMillan (C. McMillan)	1	18	18	18	MAKE IT CLAP	W. McMillan (C. McMillan)	18	18
19	1	REACT ○	W. McMillan (C. McMillan)	1	19	19	19	SICK OF BEING LONELY ○	W. McMillan (C. McMillan)	19	19
20	1	CLEANIN' OUT MY CLOSET	W. McMillan (C. McMillan)	1	20	20	20	BROWN SUGAR (EXTRA SWEET) ○	W. McMillan (C. McMillan)	20	20
21	1	GOOD THINGS	W. McMillan (C. McMillan)	1	21	21	21	BABY DO THOSE THINGS	W. McMillan (C. McMillan)	21	21
22	1	WHY I LOVE YOU	W. McMillan (C. McMillan)	1	22	22	22	THE WAY WE BALL	W. McMillan (C. McMillan)	22	22
23	1	OH YEAT ○	W. McMillan (C. McMillan)	1	23	23	23	FEEL IT BOY ○	W. McMillan (C. McMillan)	23	23
24	1	HALF CRAZY ○	W. McMillan (C. McMillan)	1	24	24	24	NOTHING FREE ○	W. McMillan (C. McMillan)	24	24
25	1	TWO WRONGS ○	W. McMillan (C. McMillan)	1	25	25	25	PARADISE	W. McMillan (C. McMillan)	25	25
26	1	BURNIN' UP	W. McMillan (C. McMillan)	1	26	26	26	ON MY MLOCK ○	W. McMillan (C. McMillan)	26	26
27	1	HOT IN HERRE ○	W. McMillan (C. McMillan)	1	27	27	27	THE PLEDGE	W. McMillan (C. McMillan)	27	27
28	1	I NEED A GIRL (PART TWO) ○	W. McMillan (C. McMillan)	1	28	28	28	ROCK IT	W. McMillan (C. McMillan)	28	28
29	1	FLOOR ○	W. McMillan (C. McMillan)	1	29	29	29	ONE ON ONE	W. McMillan (C. McMillan)	29	29
30	1	LOSE YOURSELF	W. McMillan (C. McMillan)	1	30	30	30	SINGLE FOR THE REST OF MY LIFE ○	W. McMillan (C. McMillan)	30	30
31	1	WANKSTA	W. McMillan (C. McMillan)	1	31	31	31	TAINTED ○	W. McMillan (C. McMillan)	31	31
32	1	FABULOUS	W. McMillan (C. McMillan)	1	32	32	32	CREW DEEP ○	W. McMillan (C. McMillan)	32	32
33	1	LITTLE THINGS ○	W. McMillan (C. McMillan)	1	33	33	33	THE TRUTH	W. McMillan (C. McMillan)	33	33
34	1	JENNY FROM THE BLOCK	W. McMillan (C. McMillan)	1	34	34	34	GET WITH ME ○	W. McMillan (C. McMillan)	34	34
35	1	SOMEONE TO LOVE YOU	W. McMillan (C. McMillan)	1	35	35	35	WAITIN' FOR THE DJ ○	W. McMillan (C. McMillan)	35	35
36	1	DON'T MESS WITH MY MAN ○	W. McMillan (C. McMillan)	1	36	36	36	I DO (WANNA GET CLOSE TO YOU) ○	W. McMillan (C. McMillan)	36	36
37	1	GIRL TALK	W. McMillan (C. McMillan)	1	37	37	37	CAN U HELP ME ○	W. McMillan (C. McMillan)	37	37
38	1	THUS LOVIN'	W. McMillan (C. McMillan)	1	38	38	38	BLOW YOUR WHISTLE ○	W. McMillan (C. McMillan)	38	38
39	1	ONE MAN	W. McMillan (C. McMillan)	1	39	39	39	WHAT'S GOLDEN? ○	W. McMillan (C. McMillan)	39	39
40	1	CRUSH TONIGHT ○	W. McMillan (C. McMillan)	1	40	40	40	FOCUS	W. McMillan (C. McMillan)	40	40
41	1	AIR FORCE ONES	W. McMillan (C. McMillan)	1	41	41	41	HEATSEKER ○	W. McMillan (C. McMillan)	41	41
42	1	FUNKY	W. McMillan (C. McMillan)	1	42	42	42	IF YOU ONLY KNEW ○	W. McMillan (C. McMillan)	42	42
43	1	MULTIPLY	W. McMillan (C. McMillan)	1	43	43	43	I'M GONNA BE READY	W. McMillan (C. McMillan)	43	43
44	1	TALKIN' TO ME	W. McMillan (C. McMillan)	1	44	44	44	HEAVEN I NEED A HUG	W. McMillan (C. McMillan)	44	44
45	1	BY MYSELF	W. McMillan (C. McMillan)	1	45	45	45	OVER THE YEARS	W. McMillan (C. McMillan)	45	45
46	1	FOOLISH ○	W. McMillan (C. McMillan)	1	46	46	46	HERE AND NOW (PULL CLAP) ○	W. McMillan (C. McMillan)	46	46
47	1	ARE WE CUTTIN' ○	W. McMillan (C. McMillan)	1	47	47	47	HOLLA AT A LAYLA ○	W. McMillan (C. McMillan)	47	47
48	1	HE IS ○	W. McMillan (C. McMillan)	1	48	48	48	BLUE JEANS ○	W. McMillan (C. McMillan)	48	48
49	1	ANYTHING	W. McMillan (C. McMillan)	1	49	49	49	HE IS	W. McMillan (C. McMillan)	49	49
50	1	IF I COULD GO ○	W. McMillan (C. McMillan)	1	50	50	50				

Billboard Hot 100 Singles & Tracks chart is compiled by Nielsen SoundScan. The chart is based on sales of singles and albums, as well as streaming activity. The chart is based on data from Nielsen SoundScan, which is a company that tracks the sales of music. The chart is based on data from Nielsen SoundScan, which is a company that tracks the sales of music. The chart is based on data from Nielsen SoundScan, which is a company that tracks the sales of music.

OCTOBER 26
2002Billboard **TOP R&B/HIP-HOP ALBUMS**

Sales data compiled from a national outlet panel of over 1,000 R&B/HIP-HOP stores by Nielsen SoundScan

LAST WEEK	THIS WEEK	ARTIST	IMPACT & NUMBER DISTRIBUTING LABEL	WEEKS ON CHART	PEAK POSITION
1	1	XZIBIT	NUMBER 1 (15)	2 Weeks At Number 1	1
9	9	SOUNDTRACK	5 GREATEST GAINER (5)	Brown Sugar	2
2	2	PASTOR TROY	UNIVERSAL	Universal Sound	2
5	6	NELLY A	REPUBLIC	Nellyville	1
6	5	EMINEM A	ROCKAWELL	The Eminem Show	1
4	3	FLOETRY	REPUBLIC	Floric	1
7	4	VARIOUS ARTISTS	THE LOST TROOP	Luciano Presents Dancin' The Funk Golden Groove	1
3	1	INDIA.ARIE	ARISTA	Voyage To India	1
10	7	CLIPSE	STAR TRAK	Lord Willa	1
11	9	IL FLIP	REPUBLIC	Underground Legend	1
8	3	NAS	REPUBLIC	The Lost Tapes	1
12	11	ISYS	ARISTA	The Way We Do	12
13	12	JURASSIC 5	HYPERION	Power In Numbers	13
14	13	HEATHER HELEN	REPUBLIC	This Is Who I Am	14
15	13	SCARFACE	REPUBLIC	The Fin	15
16	14	ASHANTI A	REPUBLIC	Advanta	16
17	16	TRICK DADDY	REPUBLIC	The Helixity	17
18	17	TELA	REPUBLIC	Double Deceit	18
19	21	TRINA	REPUBLIC	Diamond Princess	19
20	20	NAPPY ROOTS	REPUBLIC	Witternolm, Cakes & Grits	20
21	19	EVE	REPUBLIC	Eve-station	21
22	17	SOUNDTRACK	REPUBLIC	Barbershop	22
23	23	MUSIQ	REPUBLIC	Justine (Last Listen)	23
24	25	MARIO	REPUBLIC	Mario	24
25	18	UGK	REPUBLIC	Side Hustle	25
26	26	AMERIE	REPUBLIC	All News	26
27	27	BIGOT	REPUBLIC	Heart 2.0 Logic	27
28	28	3RD STONE	REPUBLIC	Get With Me	28
29	29	DEVIN	REPUBLIC	Just Tryin' To Live	29
30	30	AVANT	REPUBLIC	Entropy	30
31	26	CAM'RON	REPUBLIC	Come New Wave	31
32	29	KEITH SWEAT	REPUBLIC	Rebirth	32
33	31	PROJECT PAT	REPUBLIC	Lays On Snack Down	33
34	34	BOOT CAMP CLIK	REPUBLIC	The Cheesin' Flow	34
35	35	BIG TYMERS	REPUBLIC	Head Rich	35
36	37	DONELL JONES	REPUBLIC	Life Goes On	36
37	37	VARIOUS ARTISTS	REPUBLIC	Snap! Presents... Duggie Style Albums, Welcome To The House, Vol. 1	37
38	37	NAAM BRIGADE	REPUBLIC	Early In The Game	37
39	41	IL WAYNE	REPUBLIC	500 Degrees	39
40	44	ALIYAH A	REPUBLIC	Aaliyah	40
41	44	MIDWICK	REPUBLIC	Something Wild This Way Comes...	41
42	43	STYLES	REPUBLIC	A Gangster And A Gent	42
43	45	TRIN-I-TY 5.7	REPUBLIC	The Kins	43
44	46	BENIE MAN	REPUBLIC	Tropical Storm	44
45	47	ANGIE STONE	REPUBLIC	Mohogany Soul	45
46	48	ANGIE MARTINEZ	REPUBLIC	Animal House	46
47	49	MAK TO PRESENTS DAHOOD	REPUBLIC	Maack 10 Presents Da Hood	47
48	48	MARY MARY	REPUBLIC	Incredible	48
49	50	KENNY G	REPUBLIC	Paradise	49
50	50	VARIOUS ARTISTS	REPUBLIC	Various Artists	50

OCTOBER 26
2002Billboard **TOP R&B/HIP-HOP CATALOG ALBUMS**

Sales data compiled from a national outlet panel of over 1,000 R&B/HIP-HOP stores by Nielsen SoundScan

LAST WEEK	THIS WEEK	ARTIST	IMPACT & NUMBER DISTRIBUTING LABEL	WEEKS ON CHART	PEAK POSITION
1	1	2PAC A	NUMBER 1 (15)	10 Weeks At Number 1	1
2	2	2PAC A	REPUBLIC	Gravitation	2
3	3	MARKAVILLE A	REPUBLIC	All Eyes On Me	3
4	4	MARKAVILLE A	REPUBLIC	The Don Killuminati: The 7 Day Theory	4
5	5	MARKAVILLE A	REPUBLIC	The Marshall Mathers LP	5
6	6	2PAC A	REPUBLIC	Me Against The World	6
7	7	EMINEM A	REPUBLIC	The Slim Shady LP	7
8	8	DONNIE MCLENNAN	REPUBLIC	Love In London And More...	8
9	9	BONE THUGS-N-HARMONY A	REPUBLIC	The 3rd Annual	9
10	10	ROB MARLEY	REPUBLIC	Legend	10
11	11	AL GREEN A	REPUBLIC	Greened Me	11
12	12	THE NOTORIOUS B.I.G.	REPUBLIC	Ready To Die	12
13	13	THE NOTORIOUS B.I.G.	REPUBLIC	Life After Death	13
14	14	VARIOUS ARTISTS	REPUBLIC	Various Artists	14
15	15	NELLY A	REPUBLIC	Nellyville	15
16	16	JAY-Z A	REPUBLIC	The Black Album	16
17	17	MARY J. BLIGE A	REPUBLIC	Love & Life	17
18	18	MARY J. BLIGE A	REPUBLIC	Love & Life	18
19	19	MARY J. BLIGE A	REPUBLIC	Love & Life	19
20	20	MARY J. BLIGE A	REPUBLIC	Love & Life	20
21	21	MARY J. BLIGE A	REPUBLIC	Love & Life	21
22	22	MARY J. BLIGE A	REPUBLIC	Love & Life	22
23	23	MARY J. BLIGE A	REPUBLIC	Love & Life	23
24	24	MARY J. BLIGE A	REPUBLIC	Love & Life	24
25	25	MARY J. BLIGE A	REPUBLIC	Love & Life	25
26	26	MARY J. BLIGE A	REPUBLIC	Love & Life	26
27	27	MARY J. BLIGE A	REPUBLIC	Love & Life	27
28	28	MARY J. BLIGE A	REPUBLIC	Love & Life	28
29	29	MARY J. BLIGE A	REPUBLIC	Love & Life	29
30	30	MARY J. BLIGE A	REPUBLIC	Love & Life	30
31	31	MARY J. BLIGE A	REPUBLIC	Love & Life	31
32	32	MARY J. BLIGE A	REPUBLIC	Love & Life	32
33	33	MARY J. BLIGE A	REPUBLIC	Love & Life	33
34	34	MARY J. BLIGE A	REPUBLIC	Love & Life	34
35	35	MARY J. BLIGE A	REPUBLIC	Love & Life	35
36	36	MARY J. BLIGE A	REPUBLIC	Love & Life	36
37	37	MARY J. BLIGE A	REPUBLIC	Love & Life	37
38	38	MARY J. BLIGE A	REPUBLIC	Love & Life	38
39	39	MARY J. BLIGE A	REPUBLIC	Love & Life	39
40	40	MARY J. BLIGE A	REPUBLIC	Love & Life	40
41	41	MARY J. BLIGE A	REPUBLIC	Love & Life	41
42	42	MARY J. BLIGE A	REPUBLIC	Love & Life	42
43	43	MARY J. BLIGE A	REPUBLIC	Love & Life	43
44	44	MARY J. BLIGE A	REPUBLIC	Love & Life	44
45	45	MARY J. BLIGE A	REPUBLIC	Love & Life	45
46	46	MARY J. BLIGE A	REPUBLIC	Love & Life	46
47	47	MARY J. BLIGE A	REPUBLIC	Love & Life	47
48	48	MARY J. BLIGE A	REPUBLIC	Love & Life	48
49	49	MARY J. BLIGE A	REPUBLIC	Love & Life	49
50	50	MARY J. BLIGE A	REPUBLIC	Love & Life	50

Beat Box™

ADDICTED TO BASS: Australia's Puretone has achieved international success with the addictive single "Addicted to Bass." Since streeting in the U.S. Aug. 27, the MTA/V2 single has had a healthy run in the top 20 of the *Billboard* Hot Dance Music/Singles Sales chart, notes a very happy David Steel, who signed the act to the label. Additionally, in last week's issue, the track reached the summit of the Hot Dance Music/Club Play chart.



STEEL

"This is my first signing as an A&R executive for a record company," says V2 head of special projects Steel, who specializes in third-party licensing and music publishing at the label. "So, yes, I'm very excited that it's done well on both charts." And with radio support from rhythm-oriented stations in Chicago, Seattle, San Francisco, and Austin, "Addicted to Bass" could very well make that crossover leap into the mainstream.

"Addicted to Bass" is a "fantastic track," Steel adds. "We hope to duplicate the success it's had overseas—where it was a top five pop hit in the U.K.—here in the U.S."

With the Tuesday (22) arrival of Puretone's full-length debut, *Stuck in a Groove*, MTA/V2 is well-poised to keep the act's momentum and profile growing. The musically diverse album finds Puretone's mastermind, including *Ami* Demmon ("Addicted to Bass," "Breakup Song," the title track), *Rhiana Kenny* ("Keep On," "Lift Me Up"), and *Dianne Charrelle* ("Echoes").

For those who may not be aware of Abrahams' history, he is a graduate of Melbourne's rave scene. Along with DJ Steve Robins and producer David Carbone, he formed Future Sound of Melbourne in the mid-'90s

and released an album (*Satyricon*).

In '97, Abrahams began collaborating with film director **Baz Luhrmann**, resulting in 1998's quirky radio hit "Everybody's Free (To Wear Sunscreen)." That same year, Abrahams released a solo album, *Sweet Distorted Holiday*, which yielded the platinum Australian hit "Addicted to Bass."

"This album covers the span of my career," Abrahams explains. "I have a pretty short attention span musically and a really broad spectrum."

SWEPT AWAY: In the Oct. 12 Beat Box, we reported that Victor Calderone had completed remixing *Madonna's* "Die Another Day," the title track to the new James Bond film. When the Warner Bros. single streets Tuesday (22), in addition to the Calderone remix, expect to find mixes by **Deeply, Dirty Vegas**, and **Thunderpussy**.

And within the next few weeks, club DJs can expect promotional 12-inches of the new **Kylie Minogue** single, "Come Into My World," complete with remixes by **Robbie Rivera**, **Ash**, and **Fischerspooner**.

Speaking of Fischerspooner, Capitol will release the neo-electro act's debut album, *#1*, in February 2003. Originally, the album was scheduled to arrive last month via Ministry of Sound/MCA; that is, until the act jumped labels. While Ministry of Sound still has Fischerspooner for the U.K., Capitol/EMI has the act for the rest of the world.

SOUNDS GOOD: Peace Bisquit Discs, the new label formed by Peace Bisquit founder **Brian Coleman** (who manages *Ultra Naté*, among other artists), is scheduled to release a series of singles in the coming weeks, including **Arthur Baker's** "Different Styles" ("Do It Like This," *Jody Watley's* "Whenever," and *Ultra Naté* vs. *Double Deuce's* "Whatchagonna Do"). Further down the road are offerings from **All Seeing 1**, **Dave Warren**, **Whatever Girl**, and **B-15 Project Featuring Jill Jones**.

DJ/producer **Dave Ralph** is also launching his own label, R-factor Recording. Initial singles include Ralph's "Giggledrops," *Tea Preaker's* "Atmospheres" and *Dextric's* "Creisy's" "A Pedora Carousel," and *Ralph & Whalen's* "Dancing in Hyperspace" and "Full Contact."

CONGRATULATIONS: On Oct. 7, artist *Ultra Naté* tied the knot with her beloved, **Henry Smith**. We wish the newweds only the best for a wonderful future together.

Saint Etienne Brings Its Brand Of Nostalgia On Beggar's Group

BY CRAIG ROSEBERRY

For more than a decade, U.K. outfit Saint Etienne has been the reigning progenitor of the retro-minded modern generation. The trio's melancholia-infused international pop hits—including "Intrigued Love Can Break Your Heart," "Hug My Soul," and "Nothing Can Stop Us"—remain aural souvenirs.

Now, 11 years after debuting with the album *Forbase Alpha*, Saint Etienne (producers Pete Wiggs and Bob Stanley and chanteuse Sarah Cracknell) delivers its seventh studio album, *Finisterre* (Mantra/The Beggars Group, due Tuesday [22]).

The album, which takes its title from the name of a British shipping forecast area near the northwestern coast of Spain, is a return to form for Saint Etienne. It rekindles the group's fascination with bittersweet themes, cinematic urban landscapes, and gentle countrysides (recalling past albums *So Tough* and *Tiger Bay*).

Subtle and brash, splendorous and stark, nostalgic and current, *Finisterre* captures the beauty of living. The album is punctuated by an intriguing narrative (courtesy of British actor Michael Jayston), which serves as a backdrop to a glorious conception reverberating with thumping electronic rhythms, late-'60s pop-exotica, bouncing hip-hop grooves, and sinuous instrumentation.

Highlights include album opener "Action," the electro-driven "Amateur" and "New Thing," the rapper *Little Me* ("Turn the fanner [wind flower], and the Burt Bacharach-esque "Stop and Think It Over."

"This is our most accomplished

recording, lyrically and sonically," Cracknell reveals. "We really wanted to experiment with a variety of musical styles while focusing on writing strong, timeless songs."

She continues, "We wanted *Finisterre* to have a nostalgic feel but also reflect the world today. We've all been through a lot—the world has changed, and I recently had a baby—which gave us a new perspective."



For Cracknell, the set is a great mix of the political and the introspective, the tongue-in-cheek and the joyous. "Overall," she says, "we wanted to retain a mood that was light-hearted and optimistic."

In Europe—where it streeted Sept. 30—*Finisterre* is accompanied by a film of the same name lensed by British directors Paul Kelley and Kieran Davis. "Our music has always had a strong visual side, and we really wanted to explore that with this record," Cracknell says. "We liked the idea of a film that could illustrate and encompass the entire album as one cohesive statement."

In the U.S., Beggars Group will utilize club and lifestyle-targeted campaigns to spread the word about the new album. Beggars Group VP of marketing Matt Hamon

says, "Because *Finisterre* appeals to a wide spectrum of people, our goal is to hit everyone, from the Brit-pop and indie-rock fans to college kids, the club community, and lifestyle markets."

Together with Real Life Marketing and the Karpel Group, Beggars Group will service boutique hotels, cafes, beauty salons, and trendy clothing stores with a four-track sampler. Gay bars and clubs in major markets will house listening parties, with special giveaways.

At beggars.com/us/saintetienne, fans can hear exclusive tracks (streaming only), watch videos (via a flash jukebox), and receive special Internet-only promotions.

While there are not any plans to release the set's first U.K. single, "Action," in the U.S., Beggars Group will service the track, with its DJ Tiesto remix, to club DJs. College and commercial specialty radio will also receive the track, as well as the album.

"The import single 'Action' has been flying off the racks since its release," notes Brian Vytelak, assistant buyer at specialty retailer Rebel Rebel in New York. "There's a strong buzz about this album, and people are really excited about it."

Managed by Martin Kelly of Heavenly Management and books (internationally) by Alex Nightingale of ECI Music Agency (both in London)—Artie Diamond of New York-based Little Big Man handles U.S. bookings—Saint Etienne has tentative plans to embark on a U.S. tour in the fall.

The music of Stanley and Wiggs is published by Warner/Chappell, while Universal Music Publishing handles Cracknell's work.

The Beat Box Hot Plate

Go—and "Voices" are cleverly rebranded by **Blow-Up** and the **Master**, respectively, with the former recalling *Berlin* (by way of *Bobby O*) and the latter effortlessly paying homage to *Kraftwerk*. Don't overlook the bonus cut, a cover of the *Prince*-named "Ser Shooter" (originally recorded by *Apollonia 6*), which sounds like a long-lost *Dead or Alive* track.

• **Madrid De Los Austrias**, *Amor* (Provident Records albums). In the underground club scene, Vienna-based Madrid De Los Austrias' (MDLA) remixes of *Zero 7's* "In the Waiting Line" and *Willie Bob's*

"Spanish Grease" have been well-received. With this debut album, MDLA mastermind/producers *Heinz Tronigger* and *Poge* continue to hone their elegant, jazzy, and jazz-inflected beats and rhythms. Key tracks include "Dove Estuza," "Ponta Rosa," and "Bellaria."

• **Spacefunk**, *Spectrum: A DJ Mix* (MTA/V2 albums). Last year, British duo *Pussy 2000* (aka *Andy Thrall* and *Steve Jones*) scored a global club hit with "It's Gonna Be Alright." With the *Pussy 2000* moniker history, the twosome re-emerges under the guise of *Spacefunk* with a dazzling beat-mixed disc that brings tons of club bangers to *Blow-Up* and *Steve Jones* (see *Beat Box*, this page), among others.

MICHAEL PAOLETTA

Nashville Scene

by Phyllis Stark

ON A JOURNEY: Mountain Heart was one of the fastest-growing acts in bluegrass music even before it connected musically with Ricky Skaggs. But what has happened since—the group signing with Skaggs' label, Skaggs Family Records, and having Skaggs produce its excellent third album, *No Other Way*—has taken Mountain Heart to that "next level" that artists are forever trying to elevate their careers to.

The album, which was released Sept. 17, includes a versatile mix of traditional and contemporary bluegrass, interspersed with country and gospel music, all made cohesive by the group's first-rate picking, stellar musicianship, and trademark vocal harmonies. The album debuted at No. 11 on the *Billboard* Top Bluegrass Albums chart in the Oct. 12 issue.



MOUNTAIN HEART

Vocalist/guitarist Steve Guley says that in making this record, the group sought Skaggs' input "from the get-go." And he says Skaggs has "a real good way in the studio. He would always be us as a motivator. He would never let us hit a wall halfway." He helped us make a bigger-sounding record.

"The idea was to take more chances musically," Guley continues. "That was the biggest thing—to be diverse as a group and have all five [band member's] personalities included musically."

In addition to Skaggs, Vince Gill and Blue Highway dobro player **Rob Ickes** make guest appearances on *No Other Way*.

Although the group is less than 4 years old, the members of Mountain Heart are veterans of other bands. Guley, vocalist/banjo player **Barry Abernathy**, and fiddler **Jim Van Clee** all previously played with **Doyle Lawson & Quicksilver**. Vocalist/mandolin player **Adam Steffy** is a former member of **Alison Krauss'** Union Station as well as part of other bands. Guley, vocalist/banjo player **Barry Abernathy**, and fiddler **Jim Van Clee** all previously played with **Doyle Lawson & Quicksilver**. Vocalist/mandolin player **Adam Steffy** is a former member of **Alison Krauss'** Union Station as well as part of other bands.

Steffy says it's not that the band members were creatively unfulfilled

in their previous groups, but they "wanted to have more of a group effort [with Mountain Heart], where everyone can contribute ideas. All of us were wanting to have a group where we could collectively [make decisions]."

Mountain Heart previously recorded two albums for Doobie Shea Records; one, *The Journey*, won the gospel recorded performance of the year award at the International Bluegrass Music Assn. (IBMA) Awards Oct. 17 in Louisville, Ky. (see story, this page). Steffy took home the IBMA Award for mandolinist of the year.

Guley says the group switched to the Skaggs Family label for this album because it offered better distribution and "having Ricky's name on a record can't do anything but help."

Mountain Heart has been approached about being part of the Dixie Chicks' spring tour. Meanwhile, "I've been hitting the road band on the festival circuit and will tour through the winter with Skaggs and the Del McCoury Band, a package booked by **Bobby Cudd** at Monterey Peninsula Artists."

The goal for the group, Steffy says, is "to get out onstage and entertain the crowd, not in a cheesy way with jokes but to play the music with energy and fire and enjoy it while we're up there."

"We have great chemistry, and we all get along so well," Guley says. "We all genuinely like being around one another. We genuinely like to play and sing with one another. That's the biggest thing we have going for us."

THOMSON SAYS I'M GONE: Capitol artist **Cyndi Thomson** says she has decided to walk away from her career as a recording artist, saying she "can't commit to those obligations" that go along with the career. In a letter to fans, Thomson says she plans to "continue writing and creating music."

Capitol Records president/CEO **Mike Dungan** said in a statement that while everyone at the label is "heartbroken and bewildered at this decision, we love her and hope she will find peace and happiness in the road ahead."

Thomson became one of the country format's breakout artists with the success of her 2001 debut single "Without a Trace." To Say," which topped the Hot Country Singles & Tracks chart for three weeks. Her first album, *My World*, has been certified gold by the Recording Industry Assn. of America.

De McCoury Band Wins 6th IBMA Entertainer Of The Year Award

BY DEBORAH EVANS PRICE

LOUISVILLE, Ky.—The Del McCoury Band took home top honors at the 13th Annual International Bluegrass Music Assn. (IBMA) Awards Oct. 17 at the Kentucky Center for the Arts in Louisville. The group netted three accolades, including its sixth entertainer of the year award, and the song of the year honor for its cover of the Richard Thompson-penned "1952 Vincent Black Lightning."

Dan Tyminski, a member of Alison Krauss' Union Station and lead vocalist on the *O Brother, Where Art Thou?* song "Man of Constant Sorrow," collected his second male vocalist of the year trophy. Rhonda Vincent netted her third consecutive win in the female soloist of the year category.

In another nod to the *O Brother, Where Art Thou?* phenomenon, the four-year-old *From the Mountain* won album of the year. Produced by T Bone Burnett, the album was recorded live at Nashville's Ryman Auditorium and includes performances by the Fairfield Four, John Hartford, Alison Krauss' Union Station, Tyminski, *From the Mountain* album of the year. Produced by T Bone Burnett, the album was recorded live at Nashville's Ryman Auditorium and includes performances by the Fairfield Four, John Hartford, Alison Krauss' Union Station, Tyminski, Gillian Welch, David Rawlings, the Whites, and Emmylou Harris. It spawned the Down From the Mountain tour, which won the IBMA Award for bluegrass event of the year.



HAYS

IBMA executive director Dan Hays observes that the awards celebrated the depth and breadth of talent in the bluegrass community. "The winners are an outstanding and diverse bunch, reflecting everything from pure mountain and old-time music traditions to more progressive and contemporary styles of bluegrass," he says. "No one act or album dominated the evening, and those crystal trophies [went] home with a lot of different folks."

Though the awards acknowledged newer musicians, veteran artists claimed time in the spotlight. "Many of those acknowledged in 2002 by their peers have been called to the podium before," Hays says. "It's sometimes more difficult to

win the fifth or sixth time than it is your first, and it's great to see artists regain a title to point out they haven't been forgotten. It's been almost 10 years since Tom Adams [a member of Dale Ann



Bradley's band] was last recognized as banjo player of the year and five years since Mike Bub, who plays with the Del McCoury Band, was bass player of the year, and here they are again at the forefront." This year's IBMA Hall of Honor inductees were pioneering artists the Lilly Brothers and Don Stover, well-known for taking Southern Appalachian music to the upper Northeastern region of the U.S., and respected historian/

record-company executive David Freeman, owner of Red Records and County Records.

Following is a partial list of IBMA winners. For a complete list of honorees, visit billboard.com/awards.

Vocal group of the year: Doyle Lawson & Quicksilver.

Instrumental group of the year: Ricky Skaggs & Kentucky Thunder.

Instrumental album of the year: *Flame Keeper*, Michael Cleveland.

Recorded event of the year: *Clinch Mountain Sweethearts*, Ralph Stanley & Friends, Iris DeMent, Pam Tillis, Patty Mitchell, Gillian Welch, Dolly Parton, Maria Muldaur, Sara Evans, Joan Baez, Kristi Stanley, Gail Davies, Cheryl Wright, Melba Montagu, Jeannie Seely, Lucinda Williams, and Valerie Smith.

Gospel recorded performance of the year: *The Journey*, Mountain Heart.

Emerging artists of the year: the Chapmans.

Distinguished achievement awards: Janette Carter, Pete Goble, the Lewis Family, Judy McCulloh, and Tom Riggs.

UMVD Regains No. 1 Distributor Title

BY ED CHRISTMAN

NEW YORK—Universal Music & Video Distribution (UMVD) has reclaimed the top spot in distributing country albums, finishing the nine-month mark with a 28.2% share as of Sept. 29, according to Nielsen SoundScan.

At the end of the six-month period, UMVD had ranked second with 27.8%, behind BMG Distribution, which then had 27.9%. Toby Keith's July release, *Unleashed*, coupled with continuing sales of the *O Brother, Where Art Thou?* soundtrack, made the difference for UMVD in the third quarter. The company's nine-month market share is also an improvement on the 27.4% it had in the corresponding period last year, when it was also the top country distributor.

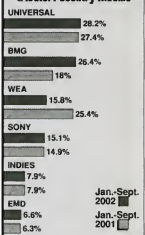
BMG finishes the nine-month period with 26.4%, which is down from the 27.9% it had at the halfway mark this year but is a great improvement over the 18% it had last year in the nine-month period, when it ranked third. BMG has been fueled by Alan Jackson's *Drive* and Kenny Chesney's *No Shoes, No Shirt, No Problems* this year.

WEA places third with a 15.8% piece of the pie for the nine-month period, which is down from 19.1% in the nine-month period last year, when it ranked fourth. Sony Music Distribution trailed a 15.1% market share, up slightly from the 14.9% it had last

year in the corresponding period. It is also an improvement from the 11.4% it had at the six-month mark, and in large part to the August release of Dixie Chicks' *Home*.

Independent distributors, collectively, garnered 7.9%, which ranked them fifth, while EMI Music Distribution brought up the rear with 6.6%.

U.S. Market Share By Distributor: Country Albums



Sales data compiled by  Nielsen SoundScan

Some info complete Nielsen SoundScan					Nielsen SoundScan					Some info complete Nielsen SoundScan					Nielsen SoundScan				
LAST WEEK	THIS WEEK	ARTIST	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	ARTIST	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	ARTIST	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	ARTIST	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	ARTIST	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1			
1	1	ELVIS PRESLEY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	34	26	DOLLY PARTON	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	4	34	26	DOLLY PARTON	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	4			
2	2	DIXIE CHICKS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	35	29	AARON TIPPIN	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	10	35	29	AARON TIPPIN	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	10			
3	3	KEITH URBAN	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	36	38	BROOKS & DUNN	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	40	36	38	BROOKS & DUNN	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	40			
4	4	TOBY KEITH	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	37	37	PHIL VASSAR	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	41	37	37	PHIL VASSAR	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	41			
5	5	LEANN RIMES	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	38	38	EMERSON DRIVE	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	42	38	38	EMERSON DRIVE	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	42			
6	6	KENNY CHESNEY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	39	41	WILLIE NELSON	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	43	39	41	WILLIE NELSON	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	43			
7	7	SOUNDTRACK	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	40	40	KELLIE COFFEY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	44	40	40	KELLIE COFFEY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	44			
8	8	MARTINA MCBRIDE	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	41	43	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	5	41	43	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	5			
9	9	TRAVIS TRITT	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	42	47	TRICK PONY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	45	42	47	TRICK PONY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	45			
10	10	ALAN JACKSON	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	43	48	TRACE ADKINS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	46	43	48	TRACE ADKINS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	46			
11	11	DIAMOND RIO	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	44	46	TANYA TUCKER	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	39	44	46	TANYA TUCKER	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	39			
12	12	NICKEL CREEK	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	45	45	LEANN RIMES	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	1	45	45	LEANN RIMES	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	1			
13	13	JOHN MICHAEL MONTGOMERY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	46	50	GARTH BROOKS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	1	46	50	GARTH BROOKS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	1			
14	14	MONTGOMERY GENTRY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	47	48	KELLY WILLIS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	29	47	48	KELLY WILLIS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	29			
15	15	TIM MCGRAW	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	48	49	MONTGOMERY GENTRY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	6	48	49	MONTGOMERY GENTRY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	6			
16	16	REBECCA LYNN HOWARD	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	49	47	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	54	49	47	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	54			
17	17	FINNCOCKEY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	50	63	WAYLON JENNINGS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	54	50	63	WAYLON JENNINGS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	54			
18	18	DELBERT MCCLINTON	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	51	52	REBA MCGENTIRE	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	55	51	52	REBA MCGENTIRE	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	55			
19	19	LEE ANN WORMACK	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	52	53	CAROLYN DAWN JOHNSON	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	56	52	53	CAROLYN DAWN JOHNSON	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	56			
20	20	GEORGE STRAITE	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	53	54	CHRIS CAGLE	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	57	53	54	CHRIS CAGLE	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	57			
21	21	THE NITTY GRITTY DIRT BAND	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	54	52	CLEDUS T. JUDG	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	19	54	52	CLEDUS T. JUDG	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	19			
22	22	STEVE EARLE	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	55	57	NANCI GRIFFITH	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	45	55	57	NANCI GRIFFITH	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	45			
23	23	LINDA RONSTADT	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	56	53	HANK WILLIAMS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	32	56	53	HANK WILLIAMS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	32			
24	24	DARRELL WORLEY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	57	58	ANTHONY SMITH	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	26	57	58	ANTHONY SMITH	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	26			
25	25	JOEY KEITH	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	58	61	DIAMOND RIO	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	5	58	61	DIAMOND RIO	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	5			
26	26	JOEY KEITH	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	59	63	KENNY ROGERS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	36	59	63	KENNY ROGERS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	36			
27	27	JOEY KEITH	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	60	67	PAT GREEN	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	3	60	67	PAT GREEN	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	3			
28	28	BRAD PAISLEY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	61	64	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	27	61	64	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	27			
29	29	GARY ALLAN	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	62	74	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	54	62	74	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	54			
30	30	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	63	64	PAM TILLIS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	64	63	64	PAM TILLIS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	64			
31	31	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	64	64	ROY D. MERCER	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	31	64	64	ROY D. MERCER	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	31			
32	32	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	65	62	THE FLATLANDERS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	10	65	62	THE FLATLANDERS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	10			
33	33	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	66	65	SOUNDTRACK	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	8	66	65	SOUNDTRACK	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	8			
34	34	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	67	70	OLD & IN THE GRAY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	72	67	70	OLD & IN THE GRAY	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	72			
35	35	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	68	70	ALLISON MOOSER	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	3	68	70	ALLISON MOOSER	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	3			
36	36	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	69	70	MARK CHESNUTT	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	23	69	70	MARK CHESNUTT	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	23			
37	37	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	70	55	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	53	70	55	VARIOUS ARTISTS	IMPUNIT & NUMBER DISTRIBUTING LABEL	3 Weeks to Number 1	53			

[illegible]Sales data compiled by Nielsen
SoundScan[illegible]

BY LEILA COBO

MIAMI—Following Mandi's debut at the top of the *Billboard* Latin Albums chart in August, Latin rock is readying for a second No. 1 debut this year with Jaguares' *El Primer Instinto* (The First Instinct), which streets Tuesday (22) on BMG U.S. Latin.

If Jaguares climb to the top, they'll be on familiar territory: last year, their album *Cuando la Sonora Galapa* (When the Blood Gallops) became the only Latin rock disc to debut at No. 1 on the *Billboard* Top Latin Albums Chart. The veteran Mexican band defied the promotion principles that define Latin music in this country, because it had virtually no airplay. Instead, it nurtured a broad and rock-solid fan base gleaned from years of constant touring.

Looking back, lead singer Saúl Hernández is still amazed that on that occasion, the audience's taste overrode the industry's agenda. "It was really surprising," Hernández says. "They said, 'Excuse me,' and put us up there [at No. 1]."

It's not as far-fetched to imagine that barely a year later, Jaguares might match that success. *El Primer Instinto* is a collection of some of the group's signature tunes (including songs recorded during its previous incarnation as Caifanes) redone in an organic, acoustic fashion. The disc is produced by Hernández with drummer and longtime musical partner Alfonso André. (Guitarist César López "Vampiro" is the other core member of the group.)

An acoustic album isn't even on Jaguares' agenda, but the idea was born after the band prepared for an acoustic benefit concert last year with the Red Hot Chili Peppers at the Pree Sunset Clinic in Los Angeles. In that case, the performance was not acoustic, but the band kept the arrangements alive and started playing them as encores during its tour.

"As the tour went along, the

Jaguares Hope 'Instinct' Leads Them To Top



acoustic part kept growing," Hernández says. "When we played El Zócalo [in Mexico City], there were more than 120,000 people [there], and we decided to do a full acoustic set. It created something very, very special. And then we went to Spain and tried out some other acoustic things there and realized it really worked. That's when we decided to record an album. Instead of taking our vacations, we went to the studio and in 15 days, we recorded and arranged the whole thing. So if you ask us who had the idea for an acoustic album, it was the audience."

El Primer Instinto features 14 previously recorded Jaguares or Caifanes tracks, two new songs, and a cover of Juan Gabriel's "Te Lo Pido

Por Favor" (I Beg of You), which is the album's single in the U.S. In Mexico, the first single is "No Dejes Que..." (Don't Let the Devil Swallow Us). Even the inclusion of that track was serendipitous, decided upon after the band played it at a recent homage to Juan Gabriel in Los Angeles.

Hernández says, "We hardly ever do covers, but the interesting thing about 'Te Lo Pido Por Favor' was [that we] preserved the drama of the song and the soul of the song but [brought] it to our world, to a Jaguares sound."

That sound, honed over many years, is classic, crunching, guitar-based rock, made with sweeping melodies and anchored by Hernández's plaintive, high tenor. But *El Primer Instinto* experiments with a variety of sonorities, and the album includes guest appearances by tropical band La Internacional Sonora Santanera, Mariachi Sol de México, and a string orchestra, as well as such established musicians as Chuchú Merchan on bass and longtime members Leonardo Muñoz on percussion and Jimmy Zabala on harmonica and sax.

Most important, the album represents a kind of Zen moment for the band, which professes to be in a particularly fertile period, touring the U.S. even as it plans its next studio album, which is due at the end of next year.

For Hernández in particular, *El Primer Instinto* serves as a new showcase case for one of the distinctive voices of Latin rock—a voice that many feared would be silenced a couple of years ago, when the singer had to undergo surgery on his vocal chords.

"I feel vindicated," Hernández says. "Because of my operations, there remained this sort of stigma that I couldn't sing anymore. But the truth is I can—and better than ever. And the notion of reinterpreting ourselves is very true. This acoustic atmosphere brought out something else in me."

AméricaLatina...

In Mexico: Celia Cruz will celebrate her 50 years in the music business with a spectacular concert Nov. 1 at Auditorio Nacional in Mexico City. Tickets will range in price from \$14 to \$70. Cruz has a decades-long association with Mexico, where she has filmed movies and a soap opera *Valentina* with Verónica Castro.

TERESA AGUILERA

In Colombia: All-rock band Aterciopelados is preparing to release a new album that's not so new. *Evolución* (Evolution) is a collection of hits recorded by the group—whose core members are Andrea Echeverry and Héctor Buitrago—including classics like "Bodero Pasa" (and a cover of "Bodero"), "Baracustiana," "El Estuche" (The Case), and a dance version of "Plorete Rockera" (Rock'n'roll Power). The set also features two new tracks with familiar motifs: "Tanto Amor" (So Much Love), written by Echeverry for her husband, Manolo, and "Mi Vida Brilla" (My Life Shines), written in honor of Echeverry's newborn daughter, Milagros. The album will be released Nov. 5 in the U.S. by BMG U.S. Latin.

GUSTAVO GOMEZ

Latin Notas™

MIAMI FEELS THE RHYTHM: After 13 years of U.S. operations, Ritmo Latino is preparing to open to the public its first Miami-area store Oct. 31, with a grand opening planned for later in the year. The facility, which will be located at a strip mall, brings to 40 the number of Ritmo Latino stores nationwide. It is described by head buyer Alberto Uribe as one of the biggest in the chain.



Ritmo's foray into Miami marks a new vote of confidence for the city, which has traditionally been slow on Latin music retail. But a changing demographic, a steady influx of new immigrants, and a lack of other major music stores in the area where Ritmo is settling up shop convinced the New Jersey-based chain to make the move.

"It's part of an expansion into the East Coast," Uribe says. "It will have a cyber café, a book section, and obviously CDs. It's our second store—Las Vegas being the first—that we're opening with the concept of having no cassettes at all."

Ritmo Latino currently has two stores in Chicago; two in the Washington, D.C., area; four in Houston; one each in New York boroughs the Bronx, New Jersey, and Las Vegas; and 27 in California.

Uribe says Ritmo is hoping to capitalize on the Miami area's growing influx of Mexicans and Central Americans, as well as an established Venezuelan and Argentine population.

"For example, rock en español is growing in Florida in an impressive manner, and that will be one of our fortes," Uribe adds. In addition to its standard stock of pop and regional Mexican, Miami's Ritmo Latino will have an equal focus on rock en español, Central American, tropical, and Cuban music.

Uribe continues, "We also plan to have a great international section, fea-

turing music from all the countries that may have a population in Miami."

In other Ritmo Latino news, the chain is in the midst of its traditional Rocktore promotion for Latin rock, which finishes at the end of the month with a free concert featuring local acts in front of the chain's Wilmington, Calif., store—the first Ritmo Latino store to feature Latin rock. During October, 80% of the music played in the stores is Latin rock, and the genre is heavily featured in endcaps and other promotional material.

BACK IN THE SADDLE: El Gran Combo de Puerto Rico's latest double-disc, *40 Aniversario en Vivo*, has returned to stores nationwide following a settlement between BMG Music and Cartagena Publishing. Cartagena filed a lawsuit in the summer alleging copyright infringement by BMG, which led to the album's recall.

"We are glad to have resolved this matter with our friends Ralph Jeffrey, and Derek Cartagena at Cartagena Publishing and look forward to a long and mutually beneficial business relationship with them in the years to come," BMG VP of business and legal affairs Leslie José Zigel said in a press release sent out by the label. *40 Aniversario en Vivo* leaked at No. 7 on the *Billboard* Top Latin Albums chart and continued to sell briskly even after shipment to stores stopped.

In other legal news, Latin Grammy award winner Vico C is back in custody in Orlando, Fla., since Oct. 3, after a judge denied him bail because the rapper missed a previous court appointment. Vico C's legal woes stem from an arrest on two drug-related charges. The singer is currently undergoing rehabilitation treatment while promoting his new album, *Emboacada* (Ambush), on EMI Latin, which this week sits at No. 41 on the *Billboard* Top Latin Albums chart. Vico C is also known as "the Philosopher of Rap," because of his introspective lyrics.

A DOLLOP OF SUCCESS: "Aseréje," (known in English as "The Ketchup Song"), hits No. 1 on the U.K. and Australian singles charts this week. Stateside, the track is at No. 4 on the *Billboard* Hot Latin Tracks chart this issue, while *Las Ketchup's* eponymous album (Sony Discos) continues to climb. It now sits at No. 2, behind Enrique Iglesias, on the *Billboard* Top Latin Albums chart.

September's RIAA Latin Certifications

Following are the September Recording Industry Association of America certifications of Latin album shipments:

PLATINUM ALBUMS

(200,000 units)

Shakira, The Remixes, Sony Discos, her second.

Grupo Control, Cumbrás Sin Control, EMI Latin, its first.

GOLD ALBUMS (100,000 units)

Los Originales de San Juan, Perno Malagradecido, EMI Latin, their fifth.

Shakira, The Remixes, Sony Discos, her second.

Sin Bandera, Sin Bandera, Sony Discos, its first.

OCTOBER 26
2002

Billboard

TOP LATIN ALBUMS™

Sales data compiled by Nielsen SoundScan

LAST WEEK	THIS WEEK	ARTIST ALBUM / NUMBER / DISTRIBUTING LABEL	Title	LAST WEEK	THIS WEEK	ARTIST ALBUM / NUMBER / DISTRIBUTING LABEL	Title
1	1	ENRIQUE IGLESIAS UNIVERSAL LATIN MUSIC INC. (R) (R)	NUMBER 1 4 Weeks At Number 1	39	45	LOS TERRIBLES DEL NORTE PRESTO MUSIC INC. (R) (R)	20 Cerdanos
2	3	LAS KETCHUP LAS KETCHUP / COLUMBIA MINDS OF MEXICO (R)	Las Ketchup	37	42	RUBEN BLADES BONY MUSIC INC. (R) (R)	Mondo
3	2	MANA MANA / COLUMBIA MINDS OF MEXICO (R)	Revolucion De Amor	38	32	CELIA CRUZ BONY MUSIC INC. (R) (R)	La Negra Tiana Tambo
4	5	JUANES UNIVERSAL LATIN MUSIC INC. (R) (R)	Un Dia Normal	54	55	INTOCABLE SONO MUSIC INC. (R) (R)	Suenos
5	4	SELENA SONO MUSIC INC. (R) (R)	Quis	47	36	LOS ORIGINALES DE SAN JUAN SONO MUSIC INC. (R) (R)	Perro Malogrado
6	7	CONJUNTO PRIMAVERA SONO MUSIC INC. (R) (R)	Perdame Mi Amor	41	38	ALEXANDRE PIRES SONO MUSIC INC. (R) (R)	Alexandre Pires
7	8	LIBERACION SONO MUSIC INC. (R) (R)	Historia Musical	62	63	AUCIA VILLARREAL SONO MUSIC INC. (R) (R)	Soy La Prohibida
8	9	THALIA SONO MUSIC INC. (R) (R)	Thalia	40	49	LOS ANGELES AZULES SONO MUSIC INC. (R) (R)	Historia Musical
9	6	LUPILLO RIVERA SONO MUSIC INC. (R) (R)	Amoroso Canazo	56	50	GRUPO BRYNDIS SONO MUSIC INC. (R) (R)	Historia Musical Romantica
		HOT SHOT DEBUT		53	51	LA LEY SONO MUSIC INC. (R) (R)	MTV Unplugged
		LOS ANGELES DE CHARLY SONO MUSIC INC. (R) (R)	Benito Mejia	57	53	GRUPO EXTERMINADOR SONO MUSIC INC. (R) (R)	A Caden Quintero
10	10	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)	Antoritas Musical Mexicana	52	41	GRUPO BRYNDIS SONO MUSIC INC. (R) (R)	Hablando De Amor Puro
12	9	JENNIFER PENA SONO MUSIC INC. (R) (R)	Libro	63	71	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)	Gigantes Gigantes
11	10	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)	2002 Latin Grammy Nominations	62	72	SPANISH HARLEM ORCHESTRA SONO MUSIC INC. (R) (R)	Un Gran Dia En El Barrio
16	20	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)	15 Puntos De Amor	54	52	LOS RIBEROS DEL NORTE SONO MUSIC INC. (R) (R)	Cancion Arriba
15	14	CHAYANNE SONO MUSIC INC. (R) (R)	Grandes Exitos	61	58	GRUPO MONTEZ DE DURANGO SONO MUSIC INC. (R) (R)	El Selo Y Baja
16	22	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)	La Hora Sonadora	67	40	LOS HURACANES DEL NORTE SONO MUSIC INC. (R) (R)	Pu'No
17	13	LOS TEMERARIOS SONO MUSIC INC. (R) (R)	Una Lagrima No Basta	68	57	JOSE ALFREDO JIMENEZ SONO MUSIC INC. (R) (R)	Las 100 Clasicas Vol. 1
18	15	CRISTIAN SONO MUSIC INC. (R) (R)	Grandes Exitos	64	59	JOAN SEBASTIAN SONO MUSIC INC. (R) (R)	En Vivo: Desde La Plaza El Progreso De Guadalajara
19	12	GILBERTO SANTA ROSA SONO MUSIC INC. (R) (R)	Vicereina	70	60	BETO Y SUS CANARIOS SONO MUSIC INC. (R) (R)	Mi Despedida
20	18	LOS ACOSTA SONO MUSIC INC. (R) (R)	Historia Musical: 30 Paginas	48	54	FLAYERO SONO MUSIC INC. (R) (R)	Playero 42: Episodio 1
21	16	SIN BANDERA SONO MUSIC INC. (R) (R)	Sin Bandera	71	60	LOS BUKIS SONO MUSIC INC. (R) (R)	Gratias Hui
22	17	BANDA EL RECCO SONO MUSIC INC. (R) (R)	No Me Su Rejar	73	61	LOS CAMMINANTES SONO MUSIC INC. (R) (R)	En Vivo 73
23	35	A.B. QUINTANILLA Y LOS KUMISA KINGS SONO MUSIC INC. (R) (R)	Elm	64	64	ENEMIGO SONO MUSIC INC. (R) (R)	Danza En Enemigo
24	23	VICENTE FERNANDEZ SONO MUSIC INC. (R) (R)	Historia De Un Solo Vol. 1	75	65	LOS CADETES DE LINARES SONO MUSIC INC. (R) (R)	15 Exitos
25	44	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)	Los 30 Caminos Mas Populares				
26	43	LOS TEMERARIOS SONO MUSIC INC. (R) (R)	Historia Musical				
27	26	ALEJANDRO SANZ SONO MUSIC INC. (R) (R)	MTV Unplugged				
28	21	VICENTE FERNANDEZ SONO MUSIC INC. (R) (R)	Historia De Un Solo Vol. 2				
29	47	LOS ORIGINALES DE SAN JUAN SONO MUSIC INC. (R) (R)	20 Grandes Exitos				
30	28	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)	Paginas De... Ayer Y Hoy				
31	27	LOS INVASORES DE NUEVO LEON SONO MUSIC INC. (R) (R)	20 Clasicos				
32	34	LOS TUCANES DE TULANA SONO MUSIC INC. (R) (R)	Jugo A La Vida				
33	25	JERRY RIVERA SONO MUSIC INC. (R) (R)	Vuelta May Alto				
34	27	INTERCABE SONO MUSIC INC. (R) (R)	14 Grandes Exitos				
35	32	MANU CHAO SONO MUSIC INC. (R) (R)	The Live Album				
36	28	CARLOS VIVES SONO MUSIC INC. (R) (R)	Dejame Entrar				
37	30	PILAR MONTENEGRO SONO MUSIC INC. (R) (R)	Desahogo				
38	26	MARC ANTONIO SONO MUSIC INC. (R) (R)	Libre				
39	31	MONCHY & ALEXANDRA SONO MUSIC INC. (R) (R)	Confesiones...				
40	36	VICO C SONO MUSIC INC. (R) (R)	Embarcada				
41	33	EDNITA NAZARIO SONO MUSIC INC. (R) (R)	Acustica				
42	34	GRUPO MANIA SONO MUSIC INC. (R) (R)	Luzes				
43	37	GERMAN LIZARRAGA SONO MUSIC INC. (R) (R)	German Lizarraga				
44	75	LOS CAMMINANTES SONO MUSIC INC. (R) (R)	20 Exitos Nuestras Canciones				
45	63	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)	Puros Caminos Sonadores				
46	47	LOS RAZOS SONO MUSIC INC. (R) (R)	Puros Madrazos				
47	46	MARCO ANTONIO SOUS SONO MUSIC INC. (R) (R)	Mas De Mi Alma				

LATIN POP ALBUMS

1	1	ENRIQUE IGLESIAS UNIVERSAL LATIN MUSIC INC. (R) (R)
2	2	LOS KETCHUP SONO MUSIC INC. (R) (R)
3	3	MANA SONO MUSIC INC. (R) (R)
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TROPICAL/SALSA ALBUMS

1	1	GILBERTO SANTA ROSA SONO MUSIC INC. (R) (R)
2	2	JERRY RIVERA SONO MUSIC INC. (R) (R)
3	3	CARLOS VIVES SONO MUSIC INC. (R) (R)
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REGIONAL MEXICAN ALBUMS

1	1	CONJUNTO PRIMAVERA SONO MUSIC INC. (R) (R)
2	2	LIBERACION SONO MUSIC INC. (R) (R)
3	3	LUPILLO RIVERA SONO MUSIC INC. (R) (R)
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38	38	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
39	39	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
40	40	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
41	41	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
42	42	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
43	43	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
44	44	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
45	45	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
46	46	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
47	47	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
48	48	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
49	49	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)
50	50	VARIOUS ARTISTS SONO MUSIC INC. (R) (R)

			Singles		Albums			
LAST WEEK RANK	WEEKS ON CHART	PEAK POSITION	Singles		Albums		Artist	Peak Position
			TITLE	Label	TITLE	Label		
			PRODUCER (S) (SONGWRITER)	NEARLY INDEPENDENT DISC SYSTEMS			IMPACT PROMOTION LABEL	
							1 Week On Label	
1	2	30	NO ME ENSEÑASTE		1	Thalia	1	
2	1	1	EL DOLOR DE TU PRESENCIA (S) (S) (S)		2	Jonathan Peña	1	
3	1	7	MENTIROSO		3	Enrique Iglesias	1	
4	6	11	LA VIDA ES UN REGALO (S) (S) (S)	GEORGE & MARCA ALBERTO	4	Los Menchies	1	
5	6	11	ASEREJE		5	Los Menchies	1	
6	8	16	POR MAS QUE INTENTO		6	Gilberto Santa Rosa	1	
7	5	16	VUELA MUY ALTO		7	Jerry Rivera	3	
8	5	16	PERDONAME POR AMOR		8	Conjunto Primavera	3	
9	8	9	Y TU TE VAS		9	Orquidea	1	
10	12	8	TODO MI VIDA		10	Paulina Rubio	1	
11	10	26	ENTRA EN MI VIDA	(S) (S) (S)	11	Sex Banderos	1	
12	9	13	ANGEL DE AMOR		12	Mann	1	
13	10	24	A DIOS LE PIDO		13	Juanes	2	
14	13	19	CUANDO ME MIRAS ASI		14	Gracias	13	

🔊 GREATEST GAINER 🔊

18	16	30	TE SOLTE LA RIENDA	Lupillo Rivera	14
19	15	30	LA CHICA SEXY (CONCEPCIÓN, LA UNO DE CUARENTA Y CINCO)	Los Tecasos De Tijuana JOSÉ LUIS GARCÍA	16
20	15	13	NO ME SE RAJAR (LA UNO DE CUARENTA Y CINCO)	Banda El Rincón FERRER	10
21	11	24	SI TU VIERA QUE ELEGIR (LA UNO DE CUARENTA Y CINCO)	Ficardo Montero MONTERO, JUAN	11
22	10	16	ESTOY SUFRIENDO (CONCEPCIÓN, LA UNO DE CUARENTA Y CINCO)	Germán Linares	13
23	16	—	LA REINA DEL SUR (LOS TIGRES DEL NOROCCIDENTE)	Los Tigres Del Norte FERRER	16
24	19	16	VIVIENDO (CONCEPCIÓN, LA UNO DE CUARENTA Y CINCO)	Marc Antonio CONCEPCIÓN, LA UNO DE CUARENTA Y CINCO	17
25	20	21	CUANDO TE ACUERDES DE MI (LA UNO DE CUARENTA Y CINCO)	Marc Antonio Salas	17
26	22	20	UNA LAGRIMA NO BASTA (LA UNO DE CUARENTA Y CINCO)	Los Temerarios FERRER	1
27	27	50	CAPRICHIO MALDITO (MONTAÑA, LA UNO DE CUARENTA Y CINCO)	Los Rabinos Del Norte FERRER	23
28	24	22	ES POR AMOR (LA UNO DE CUARENTA Y CINCO)	Alexandra Pires RIVERA, LA UNO DE CUARENTA Y CINCO	8
29	35	—	SUENA (CONCEPCIÓN, LA UNO DE CUARENTA Y CINCO)	Intocable	2
30	36	27	YO PUEDO HACER (LA UNO DE CUARENTA Y CINCO)	Ricardo Montero	25
31	23	33	AMOR DE INTERNET (LA UNO DE CUARENTA Y CINCO)	Sección Del Ritmo RIVERA, LA UNO DE CUARENTA Y CINCO	23
32	28	—	QUEDO TRISTE EL JACAL (LA UNO DE CUARENTA Y CINCO)	Raizen Ayala Y Sus Bravos Del Norte	28
33	29	28	TU FORMA DE SER CUMBIA (LA UNO DE CUARENTA Y CINCO)	Alberta Y Roberto RIVERA, LA UNO DE CUARENTA Y CINCO	30
34	30	37	TE VAS (LA UNO DE CUARENTA Y CINCO)	Los Fanes LÓPEZ, LA UNO DE CUARENTA Y CINCO	30
35	40	—	ENTRE EL AMOR Y EL ODIO (LA UNO DE CUARENTA Y CINCO)	Angel Lopez	31
36	42	48	UN BESO (LA UNO DE CUARENTA Y CINCO)	Graciela Marín LÓPEZ, LA UNO DE CUARENTA Y CINCO	32
37	28	35	CARALUNA (LA UNO DE CUARENTA Y CINCO)	Baciles	28
38	26	36	MAS DEBI QUE TU (LA UNO DE CUARENTA Y CINCO)	Intocable	19
39	36	—	LA SALSA VIVE (LA UNO DE CUARENTA Y CINCO)	Ellos Featuring Celis Cruz, Gilberto Santa Rosa, Cheo Feliciano & Ismael Miranda	35
40	36	35	ES POR TI (LA UNO DE CUARENTA Y CINCO)	José Luis Rodríguez	34
41	17	16	CARITO (LA UNO DE CUARENTA Y CINCO)	Carlos Vives	17
42	30	31	ARROLES DE LA BARRACA (LA UNO DE CUARENTA Y CINCO)	El Coyote Y Su Banda Tierra Santa	25
43	26	29	CON ELLA (LA UNO DE CUARENTA Y CINCO)	Cristian ARROYO, LA UNO DE CUARENTA Y CINCO	39
44	40	46	NO QUE NO (LA UNO DE CUARENTA Y CINCO)	Control	35
45	33	42	CADA DIA MAS (LA UNO DE CUARENTA Y CINCO)	Los Cauchos De Durango DURANGO, LA UNO DE CUARENTA Y CINCO	28
HOT SHOT DEBUT					
46	40	42	ASERJE (LA UNO DE CUARENTA Y CINCO)	La Onda	42
47	40	42	NO NO SOSPECHAS (LA UNO DE CUARENTA Y CINCO)	Jerón	43
48	34	15	VU A VOLVERTE LOCA (LA UNO DE CUARENTA Y CINCO)	Alfredo Montero MONTERO, JUAN	16
49	40	42	ESCLAVO DE TU PIEL (LA UNO DE CUARENTA Y CINCO)	Ricardo Camblon	45
50	46	40	QUEBONA PAREJA (LA UNO DE CUARENTA Y CINCO)	Sean Sebastian SEBASTIAN, LA UNO DE CUARENTA Y CINCO	46
51	47	47	ALGUIEN QUE UNA VEZ AME (LA UNO DE CUARENTA Y CINCO)	Pilar Montero	47
52	47	47	TE AVISO, TE ANUNCIO (TANGO) (LA UNO DE CUARENTA Y CINCO)	Shirley	16
53	40	40	MI DERROTA (LA UNO DE CUARENTA Y CINCO)	Reto Y Sus Camerates	40
54	40	40	TE AMO TANTO (LA UNO DE CUARENTA Y CINCO)	Yairo	50

Compiled from a national sample of plays supplied by Nielsen Broadcast Data Systems' Radio Track service. A panel of 75 stations (30 Latin Pop, 17 Tropical/Salsa, 54 Regional Mexican) are electronically monitored 24 hrs. a day, 7 days a week. Songs ranked by Audience Impressions. ● Records showing an increase in audience over the previous week, regardless of chart movement. A record which has been on the chart for more than 20 weeks will generally not receive a buffer, even if it returns an increase in audience. Greatest Gainer indicates song with largest audience growth. If two records are tied in audience size, the record based on played more stations is placed first. Records below the top 30 are removed from the chart after 26 weeks. ● Videoclip availability. ©2002, VNU Business Media, Inc. All rights reserved.

LATIN POP AIRPLAY

[illegible]

TROPICAL/SALSA AIRPLAY

[illegible]

REGIONAL MEXICAN AIRPLAY

[illegible]

Indies And Sony Lead Latin Market; UMVD Picks Up Disa, Makes Gains

BY ED CHRISTMAN

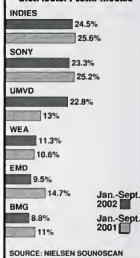
NEW YORK—Even as Universal Music & Video Distribution (UMVD) continues to gradually take market share from the rest of the music industry (*Billboard*, Oct. 19), in the Latin music sector, status quo was maintained in the top two spots. Independent distributors and Sony Music Distribution rank first and second for the nine-month period ended Sept. 29, according to Nielsen SoundScan figures. Still, for the first time in the Latin music market, UMVD broke from the pack to make it a three-horse race with almost a 10-point surge in market share.

UMVD placed third with 22.8% in market share—up from the 13% it had in the corresponding time period last year when it ranked fourth, according to Nielsen SoundScan. UMVD's surge is a result of the UMVD-distributed Univision Music Group adding the Disa label in January 2002. Disa has seen a rise in sales thanks to its TV promotion on the Univision television network.

Independent distributors collectively obtained the top spot in the rankings, garnering 24.5%—down

from the 25.6% they had in the first nine months of last year. The Indies, as

U.S. Market Share By Distributor: Latin Albums



usual, gathered momentum with Ponencia product, although Balboa releases also had a strong showing.

In ranking second, Sony Music Distribution slipped nearly two percentage points to 23.3%, down from 25.2%. Sony benefited from strong showings by Marc Anthony and Chayanne. Sony-distributed label J&B also had strong showings for bachata duo Monchy & Alexandra. On the other hand, WEA moved up a spot in the rankings to fourth place as it tallied 11.3% for the period, up from the 10.6% it had in the same time frame last year. WEA benefited from strong releases by superstars Luis Miguel, Maná, and Alejandro Sanz.

Rounding out the rankings, EMD placed fifth, and BMG came in last. EMD was down more than an entire percentage point from the 14.7% and third-place standing it had in the same time frame last year because of the loss of Disa to UMVD in January, while BMG also suffered a market-share decline to 8.8%—down from the 11% it had in the first nine months of last year.

Additional reporting by Leila Cobo.

Jazz Notes

by Steven Graybow

COME ON, COME OVER: Bassist Brian Bromberg makes one thing clear about *Jaco* (AA44, Tuesday [22]), his tribute to the late bass master Jaco Pastorius: "No one can play like Jaco did," Bromberg says, "and I am in no way trying to outdo him." Instead, Bromberg fetters Pastorius by concentrating less on the bassist's legendary technique and more on his skills as a composer, arranger, and as an influence upon musical styles that have developed since his death in 1977.



BROMBERG

trait of Tracy," which was slower but had an incredible abundance of musical ideas I had never heard a bass player attempt before."

In keeping with Pastorius' love of improvisation, Bromberg largely utilizes the playing of live musicians on *Jaco*, adding drums, horns, and guitar to his updated arrangements of the classic songs. The sole track to feature Bromberg's own technical facility, a take on Pastorius' "Slangish," was a last-minute addition to the project and finds Bromberg improvising solos on over-dubbed fretted and fretless bass.

Bromberg recalls meeting Pastorius at a club in Phoenix in 1983, where he received the surprise of his life. "I drove over 100 miles to see Jaco play," Bromberg says, "and a mutual friend who was in the band introduced me to him. I was amazed to learn that Jaco knew of me, that he had actually snuck into a club in Florida to hear me play with Monty Alexander. Had I known Jaco was watching me, I would have never made it through that gig." That night, the two bass players jammed into the early hours, striking up a friendship in the process.

"Jaco was purely about music, and he inspired me to want to play jazz the way it is supposed to be played, which means trying different things and taking chances," Bromberg says. "It will be interesting to see how people who love his music respond to this album. Everyone knows Jaco's playing was incredible, and hopefully this will show them what an amazing composer he was as well."

AND: Nashville may not be known as the home of big band jazz, but it did that to saxophonist Jay Patton, whose latest date with his *Swing Noir Orchestra*, *All in Blue Time* (Maximus, Oct. 15), was recorded there and features guest appearances by clarinetist Buddy DeFranco, the one-time leader of the *Glenn Miller Orchestra*. A fixture in Nashville, Patton (himself a Miller alum) is the musical director for singer Crystal Gayle.

On Nov. 30, contemporary jazz keyboard player Keiko Matsui will be honored in Los Angeles with Japan Expo's Best of Japan award, in recognition of her artistry and humanitarian efforts. Japan Expo is an annual exhibition aimed at exposing people in the U.S. to Japanese culture. Matsui's recent release, *The Ring* (Narada, released Oct. 1), was inspired by the classic power struggles found in opera and literature and contains rhythms and melodic ideas from around the world brought together in hopes of uniting people of different backgrounds through the arts.

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Lavin Deals With 'A Difficult Man' While Helping Others

BY JIM BESSMAN

NEW YORK—Queen of contemporary folk music Christine Lavin continues to promote other songwriters and singers while moving her own illustrious career into new territory. In addition to her new album, *I Was in Love With a Difficult Man*—which is on her own Web site—linked christinelavin.com records and licensed to Redding Music—Lavin has a concert DVD available, *Girl Unintended*.

She keeps "networking" on behalf of other artists, while at the same time finding fresh uses for old songs. For example, she's recently revised "The Wild Blue," a song based on a British documentary about World War II kamikaze pilots that was included on her 1998 album, *One Wild Night in Concert*, to reflect Sept. 11, 2001, and the current world events surrounding it.

GENRE-HOPPING

"The Ameca Hon," from her 1981 debut disc *Absolutely Live* (reissued in 2000 on Winthrop)—which has been used in schools over the years—is soon to be a children's book from illustrator Betsy Franco-Feeney; demanding verisimilitude, Lavin contacted a fan at the Museum of Natural History—not to mention the International Protozoological Society.

"So many different students make the most minute changes for one little one-celled creature," Lavin says. "They ensured that the cilia were quarter of an inch instead of a millimeter so now Betsy can work the book into classrooms. With a bucket of swamp water, a teacher can teach science, spelling, reading, and music all rolled into one!"

Meanwhile, "Good Thing He Can't Read My Mind," her 1988 album title track, has not only resurfaced on the DVD but is also the lead song in *See The Musical*, a revue about relationships now playing in Eugene, Ore. An eternally tireless advocate of other artists, Lavin convinced the show's producers to include former *Lameter* Red Grammer's "Hold Me Tonight," and is now pushing "Waltz of the Wallflowers"—"one of the most brilliant pieces of songwriting I've ever heard"—by Chicago folk duo Small Potatoes.

"I really want to continue my unofficial kind of networking for other artists," says Lavin, who in 2000 issued *The Stealth Project*—music under the radar, her seventh compilation showcasing songs by lesser-known artists, which included Grammer's "Hold Me Tonight." "Especially for Canadian artists, because it's much harder for them to cross our border."

Here Lavin cites two Canadian artists, Sue Pyper and Eileen Lavery, whose music she heard during her summer tour of Canada. She's been promoting them via the Folk DJ Internet network. "Every week I get the most wonderful e-mails from DJs who've followed through on and I just got a whole bunch of reviews from Sue Pyper that came out of my posting—and now she might get an Australian tour out of it," Lavin says. "These kinds of things make up for the disappointments we all have every day in this business."



'I really want to continue my unofficial kind of networking for other artists.'

—CHRISTINE LAVIN

Lavin's new DVD was filmed in Indianapolis by students and staffers of Butler University's Dept. of Telecommunication Arts. Her first video project, it will be used as a pledge drive premium by Boston public radio station WUMB and then made available on her Web site and at her shows. "It's very much like the show I'm doing now—a combination of old stuff and songs from the new CD," says Lavin, who is booked by Rochester, N.Y., firm Poetry in Motion. The new disc, she notes, is "selling really well" at her gigs and in Borders Books & Music listening stations.

THE 'DIFFICULT' LATE ALBUM

Her first studio album in five years—and 14th solo album overall—*I Was in Love With a Difficult Man* features "Firehouse," a song honoring her Upper West Side neighborhood fire company that was included on Suzanne Vega's *Vigil* compilation of Sept. 11-themed songs.

"Firehouse" features harmony vocals from Heather Eatan, who stellar album backup singers include Suzzy Roche, Julie Gold, and Helen Russell, as well as a trio of relative newcomers: Lis Tormes, Fiona McBain, and Levon Helm's daughter Amy Helm. "I could have done all the vocals myself, but I wanted to use people who were very special," Lavin says, singling out songwriter Ervin Drake and his wife Edith.

DRUNKEN BEGINNINGS

"Ervin wrote my favorite song, 'It Was a Very Good Year,' and 'Good Morning Heartache'—which Edith inspired," she says. "I was at a show where the MC pointed him out in the audience, and I was a little tipsy and told him that I mentioned 'It Was a Very Good Year' in my song 'Another New York Afternoon' from my *Getting in Touch With My Inner Bitch* album." He said, "Get away from me, you drunk girl!"

But Lavin sent him the album and struck up an e-mail relationship with Drake, who appears on the *Difficult Man* track "Sunday Breakfast With Christine (and Ervin)"—which includes a recipe. "The food columnist at *The Galt Herald* actually made it and wrote about it," Lavin says, noting that her New York radio air personality and Frank Sinatra authority Jonathan Schwartz is "dumbfounded" by the new Lavin-Drake connection. Lavin adds that the album is dedicated to late folk legend Dave Van Ronk and also includes Van Ronk's widow Andrea Vancorelli's vocal chiming of "Wind Chimes" and his protégé Evie Silber's vocal on "Strangers Talk to Me."

A master baton twirler in concert, Lavin has now taken up knitting and is taking her concert goes to join her in "knitting circles" before and after her shows. But the multi-talented ASCAP songwriter has also scored in journalism: A recent article in *Dallas Star* hilariously recounts how an absent-minded cab driver her partner for the night after leaving her at the curb. Lavin, whose 1998 song "Planet X" concerned the scientific debate over Pluto's planetary status, also has a piece in *Play & Telescope* about commissioning renowned Canadian luthier William "Grit" Laskin to make her a guitar showing the solar system. A *Washington Post* article from two weeks ago concerning the same issue quoted the song (which was on the *Girl Unintended* CD).

And last month, Lavin fan and *New York Times* sportswriter George Vecsey based a column memorializing Johnny Unitas on Lavin's chance encounter with the late, great quarterback.



WORDS & MUSIC
by Jim Bessman

'CROSSROADS' AT SESAC: SESAC's e-commerce Web site jointly owned by Hal Leonard and Music Sales.

Sheet Music Direct will now purchase and transition selected customer lists and sheet-music files belonging to the Net4Music operation, where approval of customers and publishers has been given.

The expanded Alliance of Make Music! with the Sheet Music Direct partners will also bring about the integration of the MakeMusic! Finale Viewer technology on the Sheet Music Direct site. This new technology for viewing and downloading sheets joins the Sibelius technology already on the site and enables Sheet Music Direct to make available large archives of Finale files for the first time on its Web site. New songs stemming from the Net4Music site will further broaden the breadth of high-quality, licensed sheet music available online for musicians.

Prior collaborations between MakeMusic! and Hal Leonard include a recent licensing agreement permitting the MakeMusic! SmartMusic practice-system technology to support Hal Leonard's *Essential Elements* band "method" instructional books.

Noting the strategic and operational shift of MakeMusic! to music-education technologies based on its Finale notation software and the SmartMusic practice system, company chairman/CEO Sean LaFleur says, "We have decided not to focus on the digital sheet-music business as a distributor ourselves and prefer to offer competitive sheet-music services to our customers—as well as the best long-term business solution to the publishers where we have contractual relationships for distributing digital sheet music. Our customers will benefit from a special offer to encourage them to discover Sheet Music Direct: Those of our publishers who are not already under contractual license to sell will benefit from an offer to distribute all of their Net4Music catalog if they enter into an agreement with Sheet Music Direct before Oct. 31, 2002. Sheet Music Direct's leading position will be strengthened by its launch of the Finale Viewer."



Johnston, whose publishing is with the Music and Media International-owned Leshem II, was formerly represented by BMI.

MAKING MORE MUSIC: MakeMusic!, the Minneapolis-based manufacturer of Finale music-notation software and the SmartMusic interactive music-practice system, has bolstered its relationship with leading Milwaukee-based print music house Hal Leonard and its European counterpart, Music Sales. It has shuttered its net4Music.com digital-sheet-music operation and directed customers to former competitor Sheet

Music Direct—the digital-sheet-music e-commerce Web site jointly owned by Hal Leonard and Music Sales.

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Hal Leonard president Larry Norton calls the move "a natural evolution of the digital-sheet-music industry, which isn't large enough to support as many Web sites as there are young customers. The big winner is the consumer, who now will have a choice of many more songs to download at Sheet Music Direct or his or her choice of Finale or Sibelius viewer technology."

Studio Monitor

by Christopher Walsh

AES, PART II: The 113th Audio Engineering Society (AES) Convention, held Oct. 5-8 at the Los Angeles Convention Center, demonstrated the continuing evolution to hard-disk and software-based recording, editing, mixing, and mastering. While the music industry confronts file-sharing and CD-burning—forces that are dangerously undermining the recording arts—the professional audio industry continues to employ and improve technology in the service of art.



KAWAKAMI

Notable at the 113th AES Convention: Several new product announcements concerned the Sony/Philips-developed Super Audio CD (SACD) format, from Sony and Philips' own demonstrations to the emerging infrastructure of new production tools for DSD (Direct Stream Digital) recording, editing, and encoding.

Genex, already a supporter of DSD with its CX8500 24-bit/96kHz PCM and DSD disk recorder, showed the CX9000 8-track and CX9048 48-track DSD and 192kHz recorders. DCS launched the 24-bit dCS905 analog-to-digital converter and dCS955 digital-to-analog converter, both covering sample rates up to 192kHz and supporting the DSD format.

Merging Technologies demonstrated its Pyramix digital audio workstation (DAW), which runs on the Windows NT/2000 platform. Introduced with a 2-channel DSD option in 2000, the Pyramix DAW is now capable of multitrack/multichannel DSD recording, editing, mixing, and mastering.

One day prior to the convention's opening, SADIÉ previewed its comprehensive new Series 5 workstation product range, demonstrating a commitment to SACD. Series 5 products build upon SADIÉ's existing 2-channel DSD2 workstation: the DSD8, a multichannel editing

and mastering system incorporating full SACD authoring capabilities, is capable of simultaneous recording of eight tracks plus play of eight edited tracks of DSD material. In conjunction with the Series 5 announcement, SADIÉ introduced Version 5 system software as the operating system for the new product range.

Sonic Studio, a company founded this year in conjunction with Sonic Solutions, introduced a new DSD/SACD option for the SonicStudio HD workstation. The DSD/SACD option features authoring capabilities with a DST (Direct Stream Transfer) encoder. Mytek Digital demonstrated its new D-Master-DSD recorder along with its popular high-resolution converters. And Tascam's DS-D98 DSD recorder has been available for some time, noted David Kawakami, director of Sony Corp.'s Super Audio Project.

"We're starting to see the tools necessary to produce SACDs come into the market," said Kawakami, who further illustrated the many signs pointing to the format's continued growth. "There are over a million players in the world right now. We have dedicated high-end players, either single disc or carousel, which are for audio-only. We have combination players which combine SACD playback capability with DVD-Video—the combo players, in unit volume, are very high. We also have Home Theater in a Box, and those have been a rocketship for Sony. We sell a lot of these, which are complete DVD-Video players and also play back multichannel SACD, at very affordable price points. And we're starting to see mass-market models, which I define as under \$200." Kawakami further noted that 15 of approximately 28 licenses currently produced SACD-compatible players.

With SACD titles approaching 1,000 worldwide (roughly half of those in the U.S.), and especially with the Aug. 20 release of 22 titles—the Rolling Stones Remastered—on hybrid SACD, replication infrastructure is also on the increase. "Sonopress, which had been our sole source of hybrid discs, has added a second line," Kawakami announced. "Here in Hollywood, Crest National will begin production of hybrid discs; that's very good news to all the U.S.-based labels who have been getting their hybrid replication done abroad. We see this expanding very rapidly."

PREVIEW

Maddocks Bows Cups 'N Strings

Engineer's Full-Service Shop Focuses On Multichannel Audio, Transfer Work

BY CHRISTOPHER WALSH

LOS ANGELES—Just as the recently concluded 113th Audio Engineering Society (AES) Convention illustrated the direction of pro audio in this time of immense technological change, longtime engineer Bruce Maddocks' new venture, Cups 'N Strings, is likewise indicative of trends in modern recording, post-production, mastering, and delivery of audio content.

Located in Hans Zimmer's Media Ventures complex in Santa Monica, Cups 'N Strings is a full-service shop focused on multichannel audio and transfer work—both for master transfer and FTP transfers via the Internet.

"I wanted to take all the services that are in demand right now," says Maddocks, who has worked at studios including Capitol, Record Plant, and the Hit Factory, "and be able to make it all accessible in one space. I wanted to literally become a one-stop shopping situation so that I can do mixing, transfers, stereo work, stereo mastering, surround mixing, extraction, surround mastering, surround encoding."

Maddocks acquired the space at Media Ventures in January, spending several months equipping and acoustically treating the space. "Luckily," Maddocks says, "with a background in studio design and construction, I did all the acoustical measurements and manufacture of

the diffusers and absorbers myself." The 300-square-foot control suite is equipped with a combination of analog and digital gear, including a Sony DMX-R100 digital console, a 2-inch 8-track analog multitrack tape machine, and Maddocks' custom monitoring system. The DXM-R100 has been configured to create eight channels of analog and digital outputs simultaneously.



MADDOCKS

An EDNet affiliate, Cups 'N Strings provides real-time audio access to more than 400 sites in North America and an additional 200 internationally. Through a secure FTP site, users can upload or download files of any type. "It's a dedicated FTP site," Maddocks says, "so we can send very large files—Pro Tools files, Nuendo files, whatever—and also receive them. We offer full Dolby Fax

transmission [commonly used for long-distance session supervision, remote overdubs, mix approvals, and the like], so I can connect to anybody with a Dolby Fax unit. I also have full ISDN for Layer 2, Layer 3 items. I'm currently testing, from a German company called MAYAH Communications, their all-in-one box, a sort of 'Swiss Army Knife' of ISDN that allows IP transfers from point to point."

Also serving contemporary production needs, Cups 'N Strings offers conversion between all formats, as well as transfer to analog tape for archiving. The facility also offers digital storage archives, with analog masters played back on a refurbished Ampex ATR-104, with A/D conversion through Apogee PSX-100 converters. "I've specifically turned my eye toward surround and catalog rerelease," Maddocks explains. "I'm doing those transfers, and I also just got a tape-baking oven as well, so I can start offering that, so if people have tapes that are suffering from sticky shed, we can do all that prep as well."

Focused on these services, Maddocks reports a few noteworthy finds at the AES Convention. "Two things I found very interesting were the Pyramix [Virtual Studio] from Merging Technologies, with their SACD technology, and a multichannel mastering console by SPL, for what I consider to be a very good price."

OCTOBER 26
2002

Billboard PRODUCTION CREDITS

BILLBOARD'S NO. 1 SINGLES (OCTOBER 19, 2002)

CATEGORY	HOT 100	R&B	COUNTRY	MAINSTREAM ROCK	RAP
TITLE	DELIRIA Deliria Producer: [NAME]	DELIRIA Deliria Producers: Bar E. Brown [NAME]	SEMI-PRIVATE LIFE YOU Keith Urban [NAME]	NEVER AGAIN Schubert [NAME]	DELIRIA Deliria Producers: Bar E. Brown [NAME]
RECORDING STUDIOS:	RIGHT TRACK [NAME] [NAME]	RIGHT TRACK [NAME] [NAME]	SONG KITCHEN [NAME] [NAME]	GREENHOUSE [NAME] [NAME]	RIGHT TRACK [NAME] [NAME]
CONSULTANTS:	Steve VR	Steve VR	Steve VR	SEL 408 E.C.	Steve VR
RECORDING:	Pro Tools	Pro Tools	Pro Tools	Pro Tools	Pro Tools
RECORDING:	Pro Tools	Pro Tools	Pro Tools	Pro Tools	Pro Tools
MIX DOWN STUDIOS:	HIT FACTORY [NAME] [NAME]	HIT FACTORY [NAME] [NAME]	STARSTRUCK [NAME] [NAME]	ARMORY [NAME] [NAME]	HIT FACTORY [NAME] [NAME]
CONSULTANTS:	Steve VR	Steve VR	Steve VR	SEL 408 E.C.	Steve VR
RECORDING:	Studio A&D	Studio A&D	Studio A&D	Studio A&D	Studio A&D
MIX DOWN:	Countdown 600	Countdown 600	Countdown 600	Pro Tools, Countdown 600	Countdown 600
MASTERING:	HIT FACTORY [NAME] [NAME]	HIT FACTORY [NAME] [NAME]	MASTERING LAB [NAME] [NAME]	STERLING SOUND [NAME] [NAME]	HIT FACTORY [NAME] [NAME]
CD/MASTERING:	UNI	UNI	EMI	UNI	UNI

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BILLBOARD OCTOBER 26, 2002

World Music Knows No Borders

Fusion Brings Audiences Full-Circle To Traditional Tunes

BY RICHARD HENDERSON

LOS ANGELES—Perhaps no genre allows for constant shifts in listener taste while maintaining the same top-10 sellers year in and out as does world music. Those long attuned to non-Western music note that there hasn't been a crossover star on the magnitude of Cape Verde's Cesaria Evora or Cuba's Buena Vista Social Club recently but are keeping their ears open to new directions in global pop. These same pundits also agree that "fusion," usually with electronic staples and dance music, appears to be the word of the moment among world music fans.

A buyer at Arcoha Records in Hollywood, Viola Galloway is a veteran of the world music scene. Galloway notes an enthusiasm for "all kinds of Asian music. Even though the vogue for the 'Bollywood' music of India's film industry has peaked already, as has the Qawwali devotional music of Pakistan associated with Nusrat Fateh Ali Khan, what we have now is the Six Degrees-style, electronica-influenced music of people like Karsh Kale. You've got Japanese artists covering Serge Gainsbourg, and, at the same time, customers are asking me for real Chinese music, traditional Indonesian music—gamelan orchestra recordings are becoming popular again. There's a new generation of world music fans who grew up listening to CDs and now are checking out roots music. I'm not sure if they're sampling or simply listening to these discs for pleasure, but it's a very cool phenomenon."

CULTURAL COLLABORATIONS

Recently part of a WOMAD festival panel discussion in Singapore, slide-guitar wizard Bob Brozman heard BBC host and author Charlie Gillett comment that the word "fusion" is poorly applied. "When you fuse something with something else, the original elements disappear. Charlie prefers the word 'hybrid,' which I do, as well," says Brozman, who ponders how to cut through the morass of new world music releases and make an impression with good work. He advocates a critical need for labels "to have artists with strong musical personalities so that, when they create musical hybrids, the color and flavor of their own work won't be lost in the mix."

Continuing in this vein, Brozman notes, "The other emerging trend is non-imperialistic collaborations with Americans. In earlier days, world music collaborations between first- and third-world musicians involved a famous guy showing up with an entourage; this was very intimidating

for local artists. The methods that I use are much friendlier. I show up by myself, and the musician whom I'm working with doesn't regard me as a meal ticket, which means that I earn their respect solely on a musical basis. So, rather than either being a first-world artist who uses some third-world flavor in my music or even meeting the other guy halfway, my opening position is to meet three-quarters of the way toward my collaborator." He reflects on his collaborations reflecting equality, as is evident



BROZMAN

in records such as *Digdig* (Riverboat/World Music Network) with Rene Lacaille from Reunion, *Ocean Blues* with Djeli Moussa Diawara from Guinea, and two albums made with Okinawan musician Takashi Hirayasu.

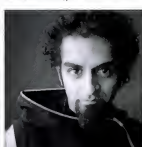
Based in Southern California's Orange County, Jon Taylor is a member of Ryukyu Underground, (released in Japan on Respect Records and through World Music Network in Europe and the U.S.). Both he and collaborator Keith Gordon were fans of world music fusion who initiated their project while still living in Okinawa. Taylor characterizes his group's sound as being "somewhat affiliated" with the Asian underground scene, the Indian drum'n'bass movement and also the world-dance-fusion trend.

"Globalization is going on," Taylor notes, "in the cultural—and certainly the musical—sense of the word. The ease with which previously hard-to-find music can now be acquired has nurtured a growing audience for music from around the globe. Also, the tools for making music have become democratized, due to the availability of inexpensive software and PCs in the past few years." When asked if electronic influence could be pernicious, Taylor points out, "The danger lies where music is sampled, not credited and appropriated without respect for the artist's identity or the musical tradition, stripping indigenous

music of its context. I think that's being done, but we avoid it."

BACK TO THE SOURCE

On the positive side, Taylor allows that fusion does prompt newcomers to discover traditional music, citing albums by DJ Cheb I Sabbah. "If you were a young person into techno and bought his latest, *Krishna Lila*, that could prompt you to investigate Indian classical music. His first, *Shri Durga*, actually leaned more toward a classical sound than techno. People could hear our stuff and start looking for Okinawa's traditional music, which is well known



KALE

in Japan but nowhere else."

"Throughout the history of art, people have made new things that have obscured older things," observes Peter K. Siegel, owner of New York City's Henry Street Foldiere and Henry Street Records (distributed by Rounder) and the first director (and producer of many) of the Nonesuch Explorer recordings that initiated interest in world music during the '60s and '70s. "That's been going on for a long time, in all forms of community-based music. In Norway, fiddlers who grew up in one valley can't play for a dance in the next valley, because their timing is different. But, since the '30s, the advent of mass media and recordings has done much to homogenize music."

"The audience is continuing to grow," comments Phil Stanton, managing director of England's World Music Network. Latin music seems increasingly to be a part of the cultural mainstream in the U.S., and in African music—with releases such as Salif Keita's *Mossou*—the trend to raise singer-songwriters. Stanton notices a growing interest in Arabic music with his own company's *Rough Guide to Arabesque* compilation an example of the ongoing fusion of Middle East and electronica. Of the latter, Stanton observes, "Like any new area, it's got some great things and some

(Continued on page 40)

Music Of The Middle East Opens Ears And Minds

BY RICHARD HENDERSON

LOS ANGELES—It has long been predicted that the world music audience, ever hungry for novel sounds, would turn its attentions to the music of Egypt, Lebanon, Algeria and beyond as the sensuous rhythms and ornamented melodies of the Middle East beckoned. That region did occupy the focus of American thought all too soon, though for reasons altogether more unsettling in the wake of September 2001. Despite, or perhaps because of, the terrorist attacks against the U.S., interest in the world of Islam and its rich cultural heritage has grown in the subsequent interval. Certainly, the terrorist attacks in

been predicting Middle Eastern music as the source of the next wave," he says. Six Degrees plans to release a second installment of *Arabian Treasures* in mid-2003.

MUSICAL EDUCATION

The traditional Crossroads label has released Turkish, Armenian and classical Persian music. Its founder and owner, Harold Hagopian, is also conscious of potential backlash against Middle Eastern music-makers but takes solace in a climate of tolerance and curiosity. "I think Americans, for the most part, are trying to understand this culture. I expect the American public to react with curiosity and intelligence. Music is a simple and immediate means to investigate Middle Eastern culture. Most Americans don't know the difference between Iran, Iraq, Saudi Arabia and Tunisia; these are drastically different countries whose national sensibilities are as varied as those of Europe's countries, and I think Americans will learn that," he says.

Hagopian points to a major tour, beginning this month, of music from Iran, featuring [*Kamaneh*]/spike fiddle virtuoso Koyhan Kalshor and the Persian classical poet Mohammad Reza Shajarian. "They toured a few cities together a few years ago, but now the tour encompasses 20 concerts in major venues. I've also been working with ECM Records to organize Tunisian oud player Anouar Brahmy's tour, with 12 concerts across the U.S. There's also a Turkish Gypsy group, Kemani Cernal and his band [*whose album Sakale: Rom Music of Istanbul*] is out on Traditional Crossroads, which is appearing in the States for the first time, in conjunction with the World Music Institute's festival in New York City and the Chicago World Music Festival. They will be travelling during a time when airport security is heightened. It was a bit harder to obtain their visas this time."

"This year is also the 100th anniversary of the birth of the great blind oud player, Udi Hauran Kenkulan," Hagopian continues. "My father, [*oud virtuoso*] Richard Hagopian, toured a commemorative program throughout Europe and the U.S. He looks like an Arab shiek and was often stopped and searched at airports. People were polite but suspicious nonetheless."

POSITIVE NOTES

World music retail buyers invariably point to Los Angeles-based Ark (Continued on page 40)



HAGOPIAN

New York and Washington seemed to auger against the fall 2001 release of a Six Degrees compilation, *Arabian Treasures*. Bob Duskins, president and co-founder of Six Degrees Records recalls, "Immediately prior to the record's appearance, our distributor and some retailers expressed concern as to the timing of the release. The ironic thing was that when the record came out, it wound up doing very well. I think there was a heightened interest in this subject matter and the related music as a result of the events of Sept. 11. We actually got a lot of press regarding the record due to the then-current events surrounding its release." While every effort was made to avoid exploiting the recent tragedy, Duskins feels the coverage helped the record rather than hurting it.

As for sustaining interest in music from the Middle East, Duskins notes that enthusiasm for the combination of Arabic music and the production values of electronica was definitely ramping up prior to 9/11. "Billboard had just done a cover story on the recent interest in Middle Eastern music. It was a naturally building phenomenon. World music flavors seem to come in waves. There was the Celtic wave, and we've certainly had the Cuban wave. A lot of people have

WORLD MUSIC

AN EXPANDED INTERNATIONAL SECTION

The World Beat

Nigel Williamson, London-based editor of Billboard's Global Music Pulse column, offers snapshots of notable recent world music releases from around the globe.

TONY ALLEN, *HOMIE COOKING* (WRASSE)

As the drummer for many years with the late, great Fela Kuti in his legendary band Africa 70, Tony Allen helped invent Afrobeat. He left the great Nigerian bandleader's employment in 1978, but he's still flying the flag for Afrobeat. On *Homie Cooking*, he reinvents Kuti's basic sound with an entirely contemporary edge. The headlines over his solo album will probably go to guest artist Damon Albarn, front man for Blur and Gorillaz, who sings on the album's opening track, "Every Season." Other guest vocalists include rapper Ty from the Ninja Tune stable and the sultry and soulful Eka. Allen's own vocals are deep and sonorous, and the heartbeat of his drums never lets up. Afrobeat has seldom sounded heavier or funkier.

FLOOK, *RUBAI* (FLATFISH)

One of the hardest-working bands on the Anglo-Irish scene, Flook has taken three years to follow up its

most recent album, *Flatfish*. Now the members have adopted that album's name for their own record label, and *Rubai*, their third album, is their most eclectic offering yet. In addition to the Irish and Scottish tunes, there are selections from Galicia, Sweden and Greece—all reinvented through their Celtic sensibility. "The album's not a departure from what we've done before," says whistle player Brian Finnegan. "But it's a calmer, gentler, more laid-back sound. We've probably grown up a bit, and we're not quite as frantic as we were." The album also includes guest appearances by trombonist Rory McLeod and young Irish fiddler Colin Farrell. An EP of dance remixes of some of the tunes is being planned.

WENDO KOLOSZO, *AMBA* (MELODIE)

From the Buena Vista Social Club to Orchestra Baobab, everywhere you look in world music these days, the veterans are back on parade. So, too, is Congolese star Wendo Koloszo, who made his first record in 1948.



POHJONEN

Unlike many Congolese musicians, he did not immigrate to Paris, and he was silent for many years as he fell out of sympathy with government leaders in his home country. Then, in 1997, he recorded a comeback album, *Marie Louise*, for the French-based Indig'oLabel Bleu. Now comes *Amba*, a joyous recording rich in swinging rumba rhythms and impassioned vocals. Several songs, including the title track and "Cherie

Kabisas," are new compositions. Others, including "Toko Wela Wela" and the sublime "Marie-Marie," are reworkings of songs from early in Koloszo's career. The production has a pleasing and ringing clarity, courtesy of Christian Moussel, one of the leading lights of the French world music scene.

KIMMO POHJONEN, *KLUSTER* (ROCKADILLO)

Finnish accordionist Kimmo Pohjonen spent 20 years playing his instrument in folk, avant-garde and classical groups before he launched his solo career in 1996. Since then, he's extended the range of the five-row accordion beyond anything ever heard. His latest project, *Kluster*, teams him with Finnish sampling wizard Samuli Kosminen, who takes Pohjonen's accordion and voice and samples them through drum pads. The result is a multidimensional surround-sound of extraordinary imagination and flair, rooted somewhere in Finland's folk tradition but then launched into orbit. Among his fans is David Bowie, who curated the annual Midkown festival in London this year and included the accordionist as part of his program. "I want to show people there are lots of things they haven't heard from the

accordion. It's kind of an orchestra in one instrument," says Pohjonen. "I'm always trying new effects. But there's an acoustic soul to the music, too."

ORCHESTRA BAOBAB, *SPECIALIST IN ALL STYLES* (WORLD CIRCUIT)

Orchestra Baobab was Senegal's top dance band in the 1970s and early 1980s. But it split up 20 years ago, when fashions changed in West African music. Last year, the members were persuaded to reunite by Nick Gold, owner of the London-based World Circuit label—the same people responsible for bringing the veterans of Cuba's Buena Vista Social Club out of retirement.

The orchestra's litting Afro-Cuban rhythms sound as joyful as ever, although their newly recorded album benefits from a greater technical expertise and sophistication in the production, courtesy of Gold and fellow countryman Youssou N'Dour. The band was originally named for the Dakar nightclub where it once had a residency. But the name also refers to the huge, gnarled baobab tree, which dominates the Senegalese landscape. "Cut the baobab tree down, and it grows again from its roots," says the band's guitarist, Barthélemy Attisso. "Just like this band."

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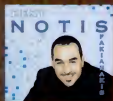
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WORLD MUSIC

AN EXPANDED INTERNATIONAL SECTION

No Borders

Continued from page 37

awful things. It's happening all over the world, where traditional music is dragged screaming into the 21st century with dance beats and sampling. It's not being driven by record companies; it's the young musicians who have grown up listening to both MTV and their parents' music. Being driven by the musicians, it's unstoppable. Whether it's good or bad, the way to see it is that there's a core of traditional music that's growing and changing. Drawing upon traditions and bringing them into a contemporary context opens up the audience. People who would never dream of attending an

oud recital now hear that instrument in a contemporary context, so it does have impact."

Agreeing with this viewpoint is world music impresario Fabian Alsalutany of Uprise Management, representing artists such as Karsh Kale and Hassan Hakmoun. GlobeSonic Entertainment is Alsalutany's concert-promotion entity, and he has also recently established his GlobeSonic imprint through Triloka. By his measure, the next wave of world music will be marked by modern, youth-culture-oriented sound. "I think the whole Asian Massive scene is happening around the country," says Alsalutany. "The sales are going nicely, and I see it in the nightclubs. You go to an event with Karsh Kale or DJ Cheb I Sabbah, and those events are filled

with young kids. We did the Babba Bat Science Tour [featuring Bill Laswell, the Ethiopian singer Gigi and India's star tabla drummer, Zakir Hussain], and the audience was equally split between young kids and their aunts and uncles."

Alsalutany continues, "It all started with Talvin Singh [progenitor of Britain's Asian Underground] in 1997 and has continued through Nitin Sawhney and Outcaste. Everything dealing with the electronic Asian coming off in North America is coming off of my desk—and it's happening in the clubs. There are Asian parties happening in clubs throughout North America. It's not just Indian kids either; there's a mix of Jamaican kids and Anglos, and people who would ordinarily attend a Radiohead concert who are

into [the Asian Massive sound]. It's grown beyond DJ culture to embrace the audience that listens to 'intelligent rock.' Hip-hop heads are into this too, because they can dance to it. The kids want things with beats and grooves."

Now the pioneers of the international world music movement, Christoph Borkowsky Akbar, the director of Piranha Records, has, since 1999, also helmed WOMEX, the Berlin-based world music conference. Borkowsky sees world music as answering humanity's yearning for music that is both honestly indigenous and suitable for export.

"Styles such as the Cuban son or Balkan Gypsy music became so successful because they are a perfect answer to this need, forever renewing themselves without losing their authenticity in the international arena. On the one hand, it's the next trend, but it is already out there, and it will take us again by surprise. All you need is a strong musical tradition with musicians who understand how to adapt to new times and strange audiences, as well as record labels who understand how to communicate between these musicians and the global markets."

Middle East Music

Continued from page 37

21 and its Mondo Melodia imprint as a groundbreaking and ongoing supporter of Middle Eastern music in this country. Miles Copeland, Ark 21's founder and president, concurs with Hagopian's viewpoint regarding the positive outlook of American audiences and explains the current surge of interest in the genre, saying, "More people are interested now. If one thousand people hear about it, some percentage will want to find out more, for whatever reason. Americans tend to be fairly positive. We, as a society, don't like the idea that one group in society is inherently bad; it's against our grain."

"It's important to me," Copeland continues, "that the people of the Middle East understand that we're not the bad guy. By the same token, we need to view these people as something more than a collection of extremists. There's a huge music business in the Middle East, one that's just as liberal as ours is. Their artists sing about love and having a good time, as ours do. It's the liberal arts that need to be supported in these countries, because they can impact social attitudes. I have a campaign called Save the Music. Save the World. If anything, we should be supporting the music coming out of third-world countries because they represent the good side of society. Consider the Taliban: They went out of their way to ban music, and they forbade dancing because they knew these forms allowed new ideas to appear. I figure I'm helping the overall cause of society by helping the musical entertainers in these countries."

Copeland equates his involvement with Algerian rai (he has released work by rai legends Khaled and Cheb Mami), Middle Eastern music, and other world sounds with his work with I.R.S. Records during the punk-rock era. "We were inching along, most of the artists weren't selling records until two or three or four years into it. By that scale, I'm sort of at first base with world music. We're

seeing acceptance, the stores are interested, there's press for these artists now, and we're learning how to reach American expatriates from these cultures. We also try to draw Anglo listeners in with duets. Cheb Mami's duet with Sting on 'Desert Rose' did a lot of good; Shakira's use of Middle Eastern music has also helped. Hakim just had a No. 1 hit in Chile. Now, the banks are coming and tour; we're bringing Cheb Mami and Rachid Taha over."

Released this past July, *Portals of Grace* is the new Narada World solo album from Azam Ali, Los Angeles-based singer and hammered dulcimer player with the group Vay. The album, a study of the Arab and Persian medieval music from different regions of Western Europe, was in production prior to Sept. 11. Featuring oud player Nasser Musa, the disc combines Arabic and archaic European instrumentation such as hurdy-gurdy and viol. Says Ali, "Music is the safest way to get to know a culture. Most of my own interest in other cultures has been stimulated by their music. It's so universal. We owe it to ourselves as artists to create positive awareness of the Middle East in contrast to the negative images found in the mass media. It's important to foster a warmer, kinder portrayal of that part of the world. The average American has little cognizance of those cultures. They've been around for so long and have influenced—in a good way—all of our lives."

Hassan Hakmoun's first New York City when first meeting to New York City in the '80s, was the World Trade Center. "It feels like two parents are gone. As a Moslem, I've never had a problem playing Islamic music. There's never been a problem doing what I do in America during the 16 years I've lived here," declares Hakmoun, the Moroccan expatriate whose new release, *The Gift*, appeared on Triloka this June. Within the CD's mixed bag of rock, funk and other traditional music, Hakmoun covers a song, "Leyla, Leyla," by Arabic singer Mohammed Abdul Wahid, from the quarter-century ago. "When I was growing up in Morocco, I heard music from India and many other places and fell in love with it; it stimulated my curiosity. Americans just now seem to be enjoying that same experience," he says.

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WORLD MUSIC

AN EXPANDED INTERNATIONAL SECTION

Festivals Bring The World Together With Musical Diversity

BY RAY WADDELL

NASHVILLE—While artists who fall under the broad "world music" umbrella may find mainstream venues like arenas, amphitheaters or even theaters out of reach, numerous niche-oriented music festivals provide ample performance opportunities to build a full route around.

And, as open-minded mega-festivals like the New Orleans Jazz & Heritage Festival and the Montreal Jazz Festival have learned, world music artists are a welcome addition to an eclectic talent lineup.

Either way, festivals provide work when mainstream promoters often don't, and that holds particularly true in the reggae world. "World music festivals accomplish so many things at one time," says Richard Smith, whose Cuzin Richard agency books a wide range of world music acts, including Bala Bala, Randy Armstrong, the Bavarian Hornbros, Inca-Sabi, the Irish band Different Drum, and Native American acts Howard Lyons and Joseph Firecrow.

All of these acts play festivals, says Smith, because "these festivals are very valuable. They really help break these artists, help teach the world about breaking down barriers and celebrate diversity."

Basically, they put world music acts in front of people. "Some of these big reggae festivals attract 10,000 people or more, and we just had King Chango play the Montreal Jazz Festival," notes George Michailow, president of Past Lane International, which boasts a roster populated with world music artists.

Michailow says King Chango's mix of "reggae, rasta, dub, kumba, island" music works in a broad-based festival environment. "There were over 10,000 people in Montreal, and King Chango broke all over Canada by playing one show," he says.

Smaller festivals provide plenty of work, as well. "The Reggae Festival Guide lists several hundred festivals," notes Michailow. "These festivals pay headliners nicely, and, for small

bands trying to make a name for themselves, they are a good vehicle for exposure. People who may not be familiar with all the particular artists enjoy the shows, support the festivals and enjoy the atmosphere."

The king of music festivals, the New Orleans Jazz & Heritage Festival, which has presented acts like Femi Kuti, has found success blending world music acts with contemporary pop, rap and R&B artists in its Congo Square area. Past pairings have included DJ Duck with La Banda Blanca from Honduras, Chiekh Lo from Senegal, followed by Wynton Marsalis and Teddy Pennergrass. Last year, the Congo Square area, which can accommodate some 15,000 people, hosted Robert Mirabal with India.Arie, the Mahotella Queens from South Africa, Gilberto Santa Rosa from Puerto Rico, reggae act Morgan Heritage and Bobby Womack.

Another notable package featured Papa Wimba from Africa, with Casper, Reggae in Hopi Land, the



Whole World Sings: Femi Kuti at the New Orleans Jazz & Heritage Festival

Baha Men and Teena Marie. They broke the ice with Celia Cruz and Mystikal, to initial doubts.

"It's not often that you get mainstream African-American pop music with world beat and Latin music. A lot of people questioned whether it would work, but I said it's all about beat, dance and culture," says Quint Davis, director of the New Orleans Jazz & Heritage Festival. "Particularly in New Orleans, we don't have these boundaries. This type of pairing hadn't really been done before, but it absolutely worked."

While larger markets coast to coast host festivals, Michailow notes opportunities certainly aren't limited to big cities. "These festivals are pretty much all over the country," he says. "I used to say 'except Montana,' but I recently sent an act to Reggae on the Ranch in Billings, Mont., which drew several thousand people."

Smith agrees there are plenty of festivals out there, but adds, "There is always room for more. Over the last 30 years, I've seen people become more interested in world foods, food, clothing and now music."

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IFPI Seeks Italian Government Help

Meetings Held In Rome To Encourage Further Anti-Piracy Support

BY MARK WORDEN

MILAN—The International Federation of the Phonographic Industry (IFPI) has called on the Italian government, law-enforcement agencies, and the judiciary system to do more in fighting piracy, which now accounts for an estimated annual 121 million records, or 27% of the country's record market.

Italy is the world's sixth-largest piracy market after China, Russia, Brazil, Indonesia, and Mexico; in Western Europe, it is the largest.

IFPI chairman/CEO Jay Berman, who was accompanied by EMI Recorded Music Europe chairman/CEO Emmanuel de Burel, and Italian labels body FIMI's president Alberto Pojaghi and director general Enzo Mazza, held a series of meetings Oct. 7-9 with Italian government officials in Rome.

Berman tells *Billboard*: "I actually think that the Italian government is doing more to fight piracy than it has done in the past. A good Copyright Law was passed in 2000, and law-enforcement officers are going after the pirates. The weak link is the judiciary. Judges tend to drop the piracy cases that are brought before them, or else they hand out fines instead of the mandatory jail sentences. If you're running a business as lucrative as piracy, a fine isn't going to be a deterrent so much as a foreseeable production cost."

Berman adds: "Piracy in Italy is a home-grown phenomenon. It's not about a couple of guys trying to earn some extra cash by using their garage to burn CDs. It's about organized crime making money and using it to finance activities that most of the people who buy illegal CDs would find totally offensive if they only knew. Consumers need to be told this, and the only people who can tell them are the government."

De Burel says, "We're here to give our support to a vibrant and dynamic market but one that is severely threatened by the piracy phenomenon. Piracy was not the problem in the past in Italy and it went away, but it has come back with a vengeance in the last decade. This is incredible. This is a G8 country with a prime minister who likes to be photographed alongside President Bush, and yet it tolerates an intolerable situation. The Italian government has got to do something to clean up this mess."

Although the meetings did not produce any concrete concessions by the government, Italian record-industry representatives are clearly pleased with the IFPI's show of support. Mazza tells *Billboard*: "This proves that IFPI believes in Italy's legal music industry." Nor has FIMI given up on the Italian government, in spite of its failure to maintain the promise made earlier this year to lower Italy's 20% sales tax on records by the summer.

Mario Limongelli, GM of indie Nar International and a FIMI VP, he comments, "As an indie, I'm pleased that IFPI have come to Rome. Piracy traditionally affected major artists, but these days it's the little guy who's worst hit. Dance piracy is growing, and this summer several DJs were caught playing illegal copies in discos."

For the majors, EMI Italy president/CEO Riccardo Clary says, "I'm glad that these meetings have taken place. I'm glad that they've taken place in Rome, which—in spite of being a center of civilization—has the worst levels of street piracy in Italy. On Sunday I had lunch at a restaurant, and during the course of the meal, no fewer than 22 street vendors tried to sell me CDs. Earlier this year, I wrote to the city's mayor to complain about his administration's apathy, and his reply was an irritating mixture of indifference and arrogance."

It would appear, though, that the local authorities have already reacted to the IFPI's Rome visit. On Oct. 9, the police arrested Luigi Sgalvo, a supplier of illegal material to the Italian capital's street vendors, at a house in nearby Guidonia. There, officers uncovered seven CD burners, 10,000 CDs, DVDs, computers, and scanners. Sgalvo, who already had a police record for copyright infringement, was tried the next day and sentenced to nine months in prison; he was incarcerated after the trial.

Mazza, who concedes that the inability to maintain that promise was prompted by the government's budget problems, says: "The issue is still on the agenda, and next week we have a parliamentary hearing to discuss the Music Bill, which includes a French-style export office and similar proposals."

Berman says, "I was never entirely convinced that the Italian government would be able to lower the sales tax until lately. We're concentrating on Pan-European efforts at the moment."

Mazza's upbeat view is shared by



Keys to Your Heart. Alicia Keys visited the Netherlands during her current European tour promoting her debut album, *Songs in a Minor* (J&RMC). Before her performance Sept. 26 at Amsterdam's 5,000-capacity Heineken Music Hall, she was presented with platinum awards marking shipments of more than 50,000 units of the album in Belgium/Luxembourg and of more than 80,000 units in the Netherlands, where *Songs in a Minor* has now shipped in excess of 130,000 copies. Pictured, from left, are BMG Europe senior VP of European marketing Yvel Kennan, BMG Benelux GM Bart Brusseleers, Keys, and BMG senior VP of worldwide marketing Stuart Rubin.

IFPI Figures Show King Has Made European Friends

BY PAUL SEXTON

LONDON—Far from the end of lonely street, the King has made 1 million European friends in two weeks flat. That total soared even as you read that sentence, with RCA's *Elvis 30 #1 Hits* establishing itself as one of the fastest-selling compilations in recent record history. RCA puts the worldwide figure at 6 million units in three weeks, and the collection certainly wasted no time in joining the latest International Federation of the Phonographic Industry (IFPI) Platinum Europe award-winners, for those albums certified with 1 million or more European shipments.

BMG senior marketing manager Charlie Stanford says the company is hugely confident that *Elvis 30 #1 Hits* will stand up to November's blockbuster releases. As a schedule and emerge as a major seller in the Christmas season. "We'll be up there with U2, Robbie [Williams], Shania [Twain]—our marketing spend is shoulder to shoulder with those albums," he says.

"We've got a massive TV campaign for the week after [those releases], and we're thinking about cutting another ad campaign, specially for the gift-giving market."

Stanford reveals there are no existing plans for a follow-up to the worldwide hit single "A Little Less Conversation" by Elvis Presley vs. JXL that closes out *Elvis 30 #1 Hits* as a bonus CD track. But other sales incentives will come from the international broadcast in December of the NBC special *Elvis Lives*—starring Bono, Sheryl Crow, Britney Spears, and others—plus a Presley-themed Royal Variety Show the BBC will film in December.

Elsewhere among the IFPI honorees, France's self-styled "politically incorrect, left-wing chansonnier" Renaud makes his first appearance in the Platinum Europe certifications after career sales of some 12 million albums, according to his label, Virgin. The 50-year-old singer/songwriter, who won a lifetime achievement title last year's Victoires de la Musique awards, gains the distinction with his current set,

Boucan d'Enfer, which continues residence in the top five of the French charts after debuting there at No. 2, following its May 28 release.

Following a debut album that sold an estimated 5 million copies worldwide is a task that U.K. modern rock act Coldplay has started purposefully. *A Rush of Blood to the Head*, the Parlophone band's sequel to 2000's *Parachutes*, swiftly gains European platinum status. It debuted at No. 1 early September in Germany, Italy, Denmark, Norway, Switzerland, Ireland, and the U.K., where it is double-platinum for 600,000 shipments.

September's statistics included multi-platinum rankings for two female superstars: Shania's *Laundry Service* (Epic) advances to 3 million European shipments after hitting 2 million in May, and Spears, whose third live album, *Britney*, was released in May, also has a smaller success so far than her previous releases—*her Baby*... *One More Time* debut and the follow-up, *Oops!... I Did It Again*, are both quadruple European platinum—Spears has doubled her latest album's European total in six months, after reaching 1 million in March.

Two of Polybor U.K.'s mainstays are also celebrating. Sophie Ellis-Bexton's once-of-indie rock band theaudience, sets the seal on her conversion to pop-dance diva as her solo debut, *Read My Lips*, crosses the threshold of 1 million European shipments. After three consecutive U.K. top three singles, the label releases "Music Gets the Best of Me" Nov. 4 there, while she makes her U.S. debut with one of its predecessors, "Murder on the Dancefloor."

Labelmate Ronan Keating, once of boy-band favorite Boyzone, arrives at European platinum with his second album, *Destination*. The 25-year-old Irishman is now in pursuit of the 2 million shipments reached in April last year by his solo debut, *Ronan*. The new successes for Keating and Ellis Bexton represent a double triumph for former New Radicals frontman Gregg Alexander, who served as a writer/producer on both newly platinum releases.

For more European information, visit ifpi.org.



1,000,000
IFPI PLATINUM EUROPE
RECORDS



JAPAN				UNITED KINGDOM				GERMANY				FRANCE			
LAST WEEK	THIS WEEK	PEAK POSITION	WEEKS ON CHART	LAST WEEK	THIS WEEK	PEAK POSITION	WEEKS ON CHART	LAST WEEK	THIS WEEK	PEAK POSITION	WEEKS ON CHART	LAST WEEK	THIS WEEK	PEAK POSITION	WEEKS ON CHART
SINGLES				SINGLES				SINGLES				SINGLES			
1	1	VOYAGE	49	1	1	ASERIE/IF THE KETCHUP SONG	49	1	1	ASERIE/IF THE KETCHUP SONG	49	1	1	ASERIE/IF THE KETCHUP SONG	49
2	2	OKINAWA JUDOKO	1	2	2	NEW DIRECTION	1	2	2	DRIMES/GETS ME THROUGH	1	2	2	MIZUOBI	1
3	3	MADAMINU KESHIO	1	3	3	THE LONG AND WINDING ROAD/SPOOKS MINDS	1	3	3	THE TIDE IS HIGH (GET THE FEELING)	1	3	3	RIEN QUE LES MOTS (I'AMORE)	1
4	4	THE PERFECT VISION	1	4	4	3. COMPLICATED	1	4	4	CLEANLY OUT MY CLOSET	1	4	4	3. MANHATTAN KABOUL	1
5	5	KACUYUJIGITSU	1	5	5	ALL MY LIFE	1	5	5	COMPLICATED	1	5	5	PREMIER GAROU	1
6	6	STRENGTHEN NO MORE	1	6	6	JUST LIKE A PILL	1	6	6	MENSCH	1	6	6	LA ROMBA	1
7	7	TAISURUNAMOMO	1	7	7	DOWN BOY	1	7	7	LIEBER GOTT	1	7	7	I'M ALIVE	1
8	8	A CROWN	1	8	8	MY VISION	1	8	8	JUST LIKE A PILL	1	8	8	UNDERNEATH YOUR CLOTHES	1
9	9	BANDU	1	9	9	DOWN 4 U	1	9	9	MY ALIVE	1	9	9	J'AI BESOIN D'AMOUR	1
10	10	UKURINE	1	10	10	LITTLE BY LITTLE/SHE IS LOVE	1	10	10	KIMINOYU	1	10	10	INCHY ALLAH	1
HOT MOVER SINGLES				HOT MOVER SINGLES				HOT MOVER SINGLES				HOT MOVER SINGLES			
11	11	NADA SOUSOU	1	11	11	CHECK THE MEANING	1	11	11	SET IT OFF	1	11	11	YOU DON'T EXPECT THAT	1
12	12	HATSUKOI	1	12	12	DREAMING OF YOU	1	12	12	EVERYTIME YOU NEED ME	1	12	12	COME BACK TO ME	1
13	13	SEKITOU	1	13	13	HELP ME	1	13	13	HELP ME	1	13	13	CLEANLY OUT MY CLOSET	1
14	14	POPOHON SHINYU	1	14	14	FOREVER	1	14	14	JUST A LITTLE	1	14	14	IF TOMORROW NEVER COMES	1
15	15	I'M SO SORRY BABY	1	15	15	OUTTHAWAY	1	15	15	CRACK IT SOMETHING GOING ON	1	15	15	HOT IN HERRE	1
ALBUMS				ALBUMS				ALBUMS				ALBUMS			
1	1	KOSHI INABA	1	1	1	WILL YOUNG	1	1	1	HERBERT GRONMEYER	1	1	1	LORE	1
2	2	HITOMI YAJIDA	1	2	2	THE ROLLING STONES	1	2	2	THE ROLLING STONES	1	2	2	LS	1
3	3	MISA	1	3	3	ELVIS PRESLEY	1	3	3	ELVIS PRESLEY	1	3	3	PATRICK BRUEL	1
4	4	KEIKUKEI KIWATA	1	4	4	NORAH JONES	1	4	4	PETER MAFFAY	1	4	4	RENAUD	1
5	5	DOUBLE	1	5	5	PINK	1	5	5	BOB JOY	1	5	5	MARK KNOPFLER	1
6	6	PUMITA FLUI	1	6	6	NELLY	1	6	6	MARK KNOPFLER	1	6	6	MANU CHAO	1
7	7	ELVIS PRESLEY	1	7	7	AVRIL LAVIGNE	1	7	7	AVRIL LAVIGNE	1	7	7	NORAH JONES	1
8	8	VARIOUS ARTISTS	1	8	8	COLDPLAY	1	8	8	PINK	1	8	8	ISABELLE ROULAY	1
9	9	VIA	1	9	9	OASIS	1	9	9	PETER GABRIEL	1	9	9	YANN TIERNEY	1
10	10	THE ROLLING STONES	1	10	10	MARK KNOPFLER	1	10	10	KASTNER/UTHER SPATZEN	1	10	10	EMINEM	1
CANADA				SPAIN				AUSTRALIA				ITALY			
LAST WEEK	THIS WEEK	PEAK POSITION	WEEKS ON CHART	LAST WEEK	THIS WEEK	PEAK POSITION	WEEKS ON CHART	LAST WEEK	THIS WEEK	PEAK POSITION	WEEKS ON CHART	LAST WEEK	THIS WEEK	PEAK POSITION	WEEKS ON CHART
SINGLES				SINGLES				SINGLES				SINGLES			
1	1	A MOMENT LIKE THIS	1	1	1	ALL THE THINGS SHE SAID	1	1	1	ASERIE/IF THE KETCHUP SONG	1	1	1	ALL THE THINGS SHE SAID	1
2	2	GET READY	1	2	2	MON COEUR RESISTE ENCORE	1	2	2	RAMP! THE LOGICAL SONG	1	2	2	SUCCHIANDO L'UVA	1
3	3	EVERYDAY	1	3	3	ASERIE/IF THE KETCHUP SONG	1	3	3	DOWN BOY	1	3	3	ASERIE/IF THE KETCHUP SONG	1
4	4	HOT IN HERRE	1	4	4	CHIKAHARA	1	4	4	GANGSTA LOVIN'	1	4	4	L'ECCEZIONE	1
5	5	LITTLE BY LITTLE	1	5	5	LITHAL INDUSTRY	1	5	5	CLEANLY OUT MY CLOSET	1	5	5	COMPLICATED	1
6	6	WHATCHOOKIN'	1	6	6	GANBARH	1	6	6	BARENKED	1	6	6	PER ME E' IMPORTANTE	1
7	7	IN MY PLACE	1	7	7	ALBI QUE ME DAS REMIXES	1	7	7	OBJECTION (TANGIO)	1	7	7	UNDERNEATH YOUR CLOTHES	1
8	8	JUST LIKE A PILL	1	8	8	HELP ME	1	8	8	JUST A LITTLE	1	8	8	BIENE BIENE MALE MALE	1
9	9	NEED A GIRL (PART TWO)	1	9	9	STOP IT (LUNE ITT)	1	9	9	TRIBUTE	1	9	9	ROUND ROUND	1
10	10	LIFE GOES ON	1	10	10	CLEANLY OUT MY CLOSET	1	10	10	TWO WRINGS (DON'T MAKE A RIGHT)	1	10	10	CLEANLY OUT MY CLOSET	1
HOT MOVER SINGLES				HOT MOVER SINGLES				HOT MOVER SINGLES				HOT MOVER SINGLES			
11	11	THE ZEPHYRUS	1	11	11	THE SMILE HAS LEFT YOUR ...	1	11	11	LIFE GOES ON	1	11	11	LA PONDINE	1
12	12	NOTHING COULD COME BETWEEN US	1	12	12	NOTHING COULD COME BETWEEN US	1	12	12	THE ZEPHYRUS	1	12	12	CHECK THE MEANING	1
13	13	GLOTTIMES	1	13	13	TIME AFTER TIME	1	13	13	THE ZEPHYRUS	1	13	13	DOWN BOY	1
14	14	POSTIVITY	1	14	14	THE ZEPHYRUS	1	14	14	CHICKENHEAD	1	14	14	MYTHO YOU LIE TO ME	1
15	15	BLAZE	1	15	15	THE ZEPHYRUS	1	15	15	CHICKENHEAD	1	15	15	THE ZEPHYRUS	1
ALBUMS				ALBUMS				ALBUMS				ALBUMS			
1	1	ELVIS PRESLEY	1	1	1	JOAN MANUEL SERBAT	1	1	1	ELVIS PRESLEY	1	1	1	THE ROLLING STONES	1
2	2	THE ROLLING STONES	1	2	2	ELVIS PRESLEY	1	2	2	ELVIS PRESLEY	1	2	2	ELVIS PRESLEY	1
3	3	DIANA KRAS	1	3	3	ALIX VASCO	1	3	3	THE ROLLING STONES	1	3	3	LAURENCE BRESLAU	1
4	4	AVRIL LAVIGNE	1	4	4	MARK KNOPFLER	1	4	4	NELLY	1	4	4	THE CRABBEES	1
5	5	VARIOUS ARTISTS	1	5	5	THE ROLLING STONES	1	5	5	EMINEM	1	5	5	THE CRABBEES	1
6	6	EMINEM	1	6	6	THE ROLLING STONES	1	6	6	EMINEM	1	6	6	THE CRABBEES	1
7	7	THE CRABBEES	1	7	7	THE CRABBEES	1	7	7	EMINEM	1	7	7	THE CRABBEES	1
8	8	THE CRABBEES	1	8	8	THE CRABBEES	1	8	8	EMINEM	1	8	8	THE CRABBEES	1
9	9	THE CRABBEES	1	9	9	THE CRABBEES	1	9	9	EMINEM	1	9	9	THE CRABBEES	1
10	10	THE CRABBEES	1	10	10	THE CRABBEES	1	10	10	EMINEM	1	10	10	THE CRABBEES	1

Hits of the World is compiled at Billboard/London.

NEW = New Entry. RE = Re-Entry

Sony Music Co-Funds AC/DC Movie

Label's Australian Signings Will Make Cameo Appearances in 'Thunderstruck'

BY CHRISTIE ELIZIER

SYDNEY—In a first for an Australian multinational label, Sony Music Entertainment Australia is co-funding a movie with Film Finance Corp. Australia.

"It's similar to making an artist album," Sony Australia chairman/CEO Denis Handlin says about the size of the investment. The benefits for Sony Music are more than gaining the rights to the soundtrack album. Some of its Australian signings, as yet undecided, will make cameo appearances in the movie, which centers on a group of AC/DC fans that meet at the band's 1991 Sydney concert.

While agreeing that exposure in a movie with strong international appeal—AC/DC has sold 90 million records globally since the late 1970s—could be a boost for Sony's acts abroad, Handlin insists the cameos will only happen "if they work for the movie and the artists. This is a music-based film which we believe will make for a strong soundtrack album that the public should have. There was flexibility in the way we could become involved, and on this occasion, we have become a minor equity contributor."

In *Thunderstruck*, the AC/DC fans make a pact that if one of their number dies before he turns 40, they will bury his body next to original singer Bon Scott's grave in Fremantle, Western Australia. Ten years later, they journey to the West

through the Australian outback—the same terrain in which box-office hit *Priscilla: Queen of the Desert* was based.



'This is a music-based film which, we believe, will make for a strong soundtrack album that the public should love.'

—DENIS HANDLIN,
SONY AUSTRALIA

AC/DC does not appear in *Thunderstruck* but has allowed three

songs—"Thunderstruck" and "It's a Long Way to the Top (If You Wanna Rock and Roll)"—to be used in the movie. The songs will not appear on the soundtrack.

"That's a decision that AC/DC has made," confirms Fila Riccobono, CEO of Sony Music-based Alberts Productions, the band's Australian label that is distributed through Festival Mushroom Records. "We get a lot of requests to use AC/DC music on different projects, but very few and could not obtain the

AC/DC enjoys iconic status in Australia, where the act has sold 5.5 million units and where it honed its raucous chops in the country's rough network of pubs and clubs. This year, two other local rock movies, *Dirty Deeds* and *Garage Days*, have used AC/DC material as easy cultural signposts. Last year, a 13-part series on the history of Australian rock music by the *Top Gear* series.

Thunderstruck is produced by Jodi Matterson, co-written by first-timers Darren Ashton and Shaun Angus Hall, and directed by Ashton. The cast is to be confirmed. It is the first Australian feature film by Mel Gibson's production company, Icon. Filming begins in Western Australia in March 2003 and wraps in South Australia by mid-April. It is set for local release by Christmas of that year.

Universal Italy Initiatives Encourage Price-Cutting

President/CEO Calls For Other Labels To Follow His Company's Lead

BY MARK WORDEN

MILAN—Universal Music Italy president/CEO Piero La Falce has called on his peers at other labels to follow his company's lead in cutting prices.

Addressing a group of journalists and industry executives at a United Nations-sponsored debate titled "The Current Crisis: Risks and Opportunities in Milan," La Falce reported on the success of his company's cut-price campaign, which began in May. Under this initiative, a large number of Universal titles have been reduced in price to 15, 10, and 5 euros (\$14.78, \$9.95, and \$4.93). The scheme is continuing with the company's "Rocco Tarocco" anti-piracy drive.

The campaign is a series of cartoon ads ("Tarocco" is an Italian term for "fake") designed to lure youngsters away from cheap pirated copies and toward record shops. The initiative, which began in September and runs through November, aims to create sales of 2 million copies on more than 600 local and international titles in the Universal catalog. In addition to endorsing the campaign, the acts involved have accepted a lower royalty percentage. Already, La Falce reports that September produced sales of 800,000 units.

During the meeting, Universal Italy head of new media Fabio Rivetti announced the launch of a "Kiosk" system under which record buyers may, for a fee, visit shops and make their own legal CD compilations.

La Falce says, "The purpose of the Rocco Tarocco

campaign is not to sell cut-price albums but to promote public awareness of the seriousness of the current situation. It seems clear that whatever promises the Italian government may have made, it is not going to help the record industry—either by lowering the sales tax or by enforcing the piracy laws—so it's up to the industry itself to solve a crisis for which it is also responsible. I hope that other labels will join us in fighting this battle."

Other labels appear game. Mario Limoncelli, GM of indie label Nar International, and a VP of Italian labels body FIMI, says: "We welcome Universal's move, even if we believe that fighting piracy isn't only a question of lowering prices."

Riccardo Ratti, president/CEO of EMI Italy, adds: "Universal has undoubtedly done a good thing, even if we have been selling cut-price albums for quite some time."

Clary, who last year joined La Falce in boycotting the youngsters' section of the Sanremo Festival, admits that he would also have a strong case regarding record prices. "I'm seriously thinking of releasing some records with a self-reduced sales tax before the year is out. These would be albums with booklets, and seeing as they would qualify as books and therefore cultural products, the sales tax would be 4% instead of 20%. I'm sure that would provoke a pretty quick government reaction!"



LA FALCE

EMI Germany's Grönemeyer Aims For 2M Sales Of 'Mensch'

BY OLAF FURNISS

LONDON—A German superstar Herbert Grönemeyer is in record-breaking form, thanks to the remarkable out-of-the-blocks success of his latest EMI album, *Mensch* (Person), which shipped five-times platinum (1.5 million units) in his home country within weeks of its Sept. 2 release.

EMI Germany president Udo Lange says the singer/songwriter is well on course to reach the 2 million-unit mark and could even attain the 2.6 million sales of his 1994 release, *Bochum*. *Mensch* is already the fastest-selling album ever released in its market. "There is no doubt it will reach 2 million, and it should do so by Christmas," Lange says, adding that *Mensch* has sold an additional 120,000 and 125,000 in Austria and Switzerland respectively, making it triple-platinum in each territory.

The success of the album follows close on the heels of a single by the same name, released Aug. 5, which is approaching double-platinum (600,000 units shipped) in Germany. Remarkably, that provided the 46-year-old singer with his first No. 1 single in a recording career dating back to 1978.

BUCKING THE TREND

"Herbert is bucking the [downward] trend in the German market," Capitol Germany managing director Sylvia Kolkas says. "The success of the album was boosted by the single, which really captures the Zeitgeist in Germany."

Kolkas suggests that the track has helped Grönemeyer reach a whole new range of CD buyers who are both older and younger than the label's traditional fan base. It is also the first German-language song to top the local airplay charts since 1990, suggesting that its appeal even stretches to programmers here, who tend to discriminate against acts that sing in their own language.

Grönemeyer, who has enjoyed a parallel film/TV acting career, says that the success of *Mensch* has surpassed his expectations. "We were confident we had a strong album," he says, "but this is amazing."

HMV Germany GM Mark Meyer has no doubt as to why it has taken off, even in the depressed German music market. "It shows that quality sells and that with good promotion, you can have big success. This was a product everybody wanted in the original version with the booklet and the lyrics," he says, alluding to the fact that in 2001, more CDs were burned than bought—legitimately in the German market. "There have been similar sales successes with local acts—

such as PUR, Westernhagen, and Xavier Naidoo—but we have never experienced anything like this."

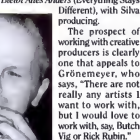
CREATIVE FACTORS

Although Grönemeyer's core market is the Germany/Switzerland/Austria (G/S/A) region, he believes that living in London since 1998 has inspired his music.

"Robbie Williams, Coldplay, and Travis all recorded at the studios here [in London] for the past four years. I've been working, and the good thing about working in London is that if you need a vintage amp at 2 a.m., you just have to make a call and they'll bring it to you," he says. "This album is definitely influenced by [my living in London for the past four years]."

Another important factor in the creative mix has been Grönemeyer's co-producer/co-writer on the project, Alex Silva. They met in 1998; Grönemeyer says he was immediately inspired by Silva's talents to be decided to record that year's album, *Bleibt Alles Anders* (Everything Stays Different), with Silva producing.

The prospect of working with creative producers is clearly one that appeals to Grönemeyer, who says, "There are not really any artists I want to work with, but I would love to work with, say, Butch Vig or Rick Rubin." And although his preference is to the song in German wherever he performs, with Silva



GRÖNEMEYER

coming tour includes dates in France and the Netherlands, where *Mensch* will also be released—Grönemeyer is not averse to recording in English and even French. In 1988 he scored a single hit in Canada with a German-language track "What's All This." During the coming weeks, Grönemeyer aims to record a version of *Mensch* for the U.K. market, although he concedes he has only modest expectations for that project.

His willingness to experiment and embrace new ideas has long marked Grönemeyer as a pioneer in his home market. In 1993 he was the first German artist to release a CD-ROM, and the following year he became the first artist to record an MTV Unplugged session in a language other than English. In 1994, he released an album of remixes, *Comes Chaos*, and his 2000-in-concert DVD, *Stand der Dinge* (The Way Things Stand), is the best-selling music DVD in Germany to date, having shifted more than 100,000 copies. Moreover, the Grönland label he launched four years ago has been responsible for several hits in G/S/A, as well as securing the CD rights to revered "Züri/Krautrock" act Neu.

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2

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RETAILERS & PARTNERS

MusicNet Exec Says Content Vital To Subscription Success

Ellie Hirschhorn has joined MusicNet—the digital-music subscription service from Warner Music Group, BMG Entertainment, EMI Recorded Music, and Real Networks—as GM/Executive VP. Prior to joining MusicNet, Hirschhorn was GM/VP of PM.com. Billboard's Brian Garri recently discussed with her the development of the digital-music market.

What's your take on the current state of the subscription market?

We're [in its] early days. [What] we're doing right now is laying the foundations for the industry as a whole and MusicNet's place within it. It requires a lot of patience, but I believe there is a long-term payoff. I think it will take two years or so to really see digital music become a mass-consumer form. Right now we're sort of getting the process in place and figuring out what the consumer wants and how to make the market go.

Do you think the average consumer is aware that consumer subscription services are available?

I think the average consumer is aware but not to the degree necessary to make this the long-term mass-consumer business that we want it to be. I think the good news is that we've seen there is a demand for digital music, and I think what's also interesting is that Odyssey research told us that 63% of adult Americans have never downloaded a track from the Internet. That points to a large, untapped pie that we can dig into. So awareness is gradual, but I think we'll get there.

How does MusicNet stand out from other digital-subscription businesses?

We're all at the same starting point, and ultimately, the basic content we all get will be similar, but MusicNet has some strong and exciting points of differentiation. What will differentiate MusicNet is its relationship with its distribution partners. We are taking a business-to-business approach and deeply integrating with our partners and customizing our

solutions for them. What will also differentiate MusicNet is its user interface and how we enable users to discover and find the music they love.

What is going to drive greater consumer adoption of subscription services in general, be it MusicNet or any of the others that exist?

The first thing consumers want is a full and attractive offering from the content side. We're very excited about building toward having five labels signed by the end of the year and having 200,000 tracks, which will make us a robust offering. I think users are also looking for an easy user interface that is secure and fast and augments the process of music discovery.

6 Questions



HIRSCHORN

Thus far, traditional music retail—such as Tower, Best Buy, Sam Goody, and FYE—has not been part of the story when it comes to the discussion of the development of subscription platforms. How important is it to have music retailers as

part of the subscription equation?

We're exploring a variety of opportunities with retailers, and we're in discussions with them now. Both for a subscription service and for an à la carte download experience, we think they are an important and interesting piece of the distribution chain.

What's the biggest hurdle to furthering the development of subscription services: clearing content from labels, artists, and publishers; peer-to-peer piracy; or proof of the subscription concept?

The main challenge to the industry as a whole is actually building the industry—taking a patient approach and remembering that it's not going to be slam dunk tomorrow. On the content side, in terms of getting music and rights, we're well on our way. As for consumer adoption, that will come with time. As for the piracy issue, I don't consider it a hurdle to the industry. While it's certainly hard to compete with free at the moment, we're putting together the foundation for an industry that has a long-term economic business model to support it.

Connected: A Key To Web Extras

CDs By Tori Amos And Others Link To Bonus Online Content

BY MATTHEW S. ROBINSON

In the latest sign of labels using Web extras to reward consumers who purchase CDs, Epic Records is leveraging Sony Music's proprietary enhanced-CD technology Connect2 to offer special exclusives to buyers of upcoming releases from Tori Amos and *Grand Theft Auto* videogame soundtracks, among others.

Connect2 allows users to unlock special sections of the artist's Web sites, revealing additional content that, since it is not on the CD, can be changed at will, encouraging repeated visits and repeated album spins.

"This adds a whole new phase to our online marketing plans," says Cory Llewellyn, Epic VP of new-media marketing. "We now want to expose the fact that these CDs have these keys that allow access to completely new material."

The technology is gaining the attention of other Sony labels as well, including Columbia Records. "You never know what is going to be there," Columbia senior VP of online and emerging technology Mark Giumine says, "and that is very exciting."

While Connect2 is not new—it's first applications date back to the mid-'90s—the technology is just coming into its own now. While the format was originally hampered by the challenge of accessing Web extras via dial-up Internet connections, Connect2's potential and applications have grown with the proliferation of broadband users. It can now offer richer content, including streaming and bonus tracks.

Sony executives say that Connect2 offers both a better user experience and an added value, because it allows for new material to always be available.

Giumine is especially excited about Connect2's potential for new artists. "It's a great way to introduce new artists and to get the buzz going by giving listeners the live experience and other special access," he says, mentioning forthcoming Connect2 releases from Kelly Rowland and Vivian Green. "It gives a new dimension to the artist."

Connect2 also confirms that the CD being played is an original and not a copy. Giumine

says, "You don't get the key if the CD is ripped."

Meanwhile, Amos fans will be able to use her upcoming album, *Scarlet Walk*, to access a special series of Connect2 albums with special audio and visual content, including live concert footage and commentary by Amos (*Billboard*, Oct. 19).

"The maps will lead listeners through the story of the album," Llewellyn says. "We are also releasing song snippets to Apple QuickTime and Windows Media that will lead listeners to the Connect2 site and to the albums."

Other albums that have been given the Connect2 treatment are new releases by Chevelle, Incubus, Good Charlotte, and the soundtrack to the popular PlayStation 2 game *Grand Theft Auto: Vice City*. "We are offering seven soundtrack albums, each of which will offer a unique Connect2 section," Llewellyn says. "For the game enthusiast, it's a great new way to get into the game. For us, it's great marketing."

According to Wong, Connect2 was created in 1995 during development of the enhanced-CD format. "Through developing that technology," he explains, "we came up with the idea and technology for linking CDs to online elements."

Among the earliest Connect2 albums were Miles Davis' *Kind of Blue* and a reissue of Billy Joel's catalog. "Each release was coupled with videos from that album's period," Giumine recalls. "At that time, the videos sat on the disc. Now, it is much more flexible and exciting."

As the material is now housed on the Internet instead of the disc, it is unlimited in scope and flexibility. "It's backwards compatible," Llewellyn explains. "It's all online-enabled, so the site you don't have to buy new albums."

Therefore, Wong notes, Connect2 can be connected to any album, not just new releases. "We decide per release, depending on what content is available," he says, citing about 40 titles that have been Connect2-enabled so far. "We want to make sure that it is compelling and well-themed."

As the Connect2 CD catalog grows, Sony is working on bringing the technology to DVDs and other formats.



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MERCHANTS & MARKETING

AT&T Using WMG Music

BY BRIAN GARRITY

NEW YORK—Warner Music Group (WMG) is launching a promotion and commerce service for users of AT&T wireless phones.

The offering is part of a larger AT&T music-entertainment platform for mobile-phone users that will also feature editorial and meta-data from iListen.com's Rhapsody and iPop Music, a specialist in hip-hop-related programming; recommendations from amazon.com; and info on live radio playlists from more than 1,000 stations across the country via a service known as Now Playing on YES.

As the centerpiece of the platform, WMG will enable consumers to buy ring tones (some of them higher sound quality, "polyphonic") ringtones, stream free MP3s and artist audio messages, download artist images, send music links to other AT&T users via text messaging, and connect to amazon.com to buy CDs. Ring tones vary in cost from 99 cents to \$1.99.

WMG executives and the other companies involved in the initiative say that in the short term, they view the AT&T wireless offering largely as an information and promotional channel. But they note that the deal helps lay the groundwork for future mobile-commerce opportunities.

Virgin Pacts With DMOD

Virgin Records America has entered into a deal with Boston-based DMOD to license a secure Internet technology, known as Workspace, that enables label executives to create private networks to keep tabs on albums in development.

Instead of mailing physical copies of works-in-progress to executives in other cities or having executives on-site at a studio, songs tracked and mixed in one location can be digitally uploaded to the DMOD network and securely downloaded for instant review by executives in other locations. Additionally, content can be DRM-wrapped to prevent Internet leaks.

DMOD also has a deal in place with Sterling Sound, a mastering studio, and RCA Records, which used the technology in connection with the production of both the Kelly Clarkson single "A Moment Like This" and the soundtrack album *American Idol: Greatest Moments*.

BRIAN GARRITY

Declarations Of Independents..

by Chris Morris

RED TAKES CANADA: RED Distribution is expanding north of the border with the formation of RED Distribution Canada. The New York-based firm will rank the ranks of other U.S. national indie labels Koch and Navarre, which have established successful operations in that country.

The new company is being styled as a cooperative venture between RED and its parent, Sony Music. It will be based in Toronto and utilize Sony's Canadian sales force.

RED Distribution Canada will be headed by GM Nigel Newton, who will report to RED VP of international marketing Marjorie Newton has been a long career in both the U.K. and Canada; most recently with Quebec's D-Noy Muzik, he previously served as GM of One Little Indian Records in Britain and took executive roles at Quality Records, Attic Music, and the Song Corp. in Canada.

LABELS WANTED: Barry Koven of Tommy Boy Records in New York contacted Declarations of Independents to let it be known that the company is actively seeking labels and/or artists for distribution.

As most readers will recall, Tommy Boy ended its long-running association with Warner Bros. earlier this year. Now operating as a stand-alone all-indie entity and moving its product directly to accounts, the well-established hip-hop/R&B/dance label has a roster that includes Amber, Vie Latino, Faith Trent, and Biz Markie. But it has also picked up some outside labels—including 75 Ark, Rasa, and Ledi—under its distribution.

"We're looking to step that [side of our business] up a little," says Koven, who encourages companies and acts to contact him via e-mail at barry.koven@tommyboy.com.

YES, RASTA: Ryko Distribution has re-established its exclusive relationship with the U.K.'s Blood & Fire Records, perhaps the premier reggae reissue label in the world. Ryko handled Blood & Fire during the late '90s, until the company departed for DNA. After the latter association ended with the collapse of Valley Media late last year, Ryko and Blood & Fire renewed discussions, and a fresh pact took effect Sept. 30.

Blood & Fire—which has issued definitive collections by the Congos, Horace Andy, King Tubby, and Yabby You, among others—is currently resoliciting its Ninety the Observer package *Microphone Attack*.

FLAG WAVING: Don Nix, one of the greatest Southern soul and blues songwriters, has returned after a long absence with the star-studded *Going Down: The Songs of Don Nix* on Constellation, Fats-based Evidence Music.

Nix—who has seven albums to his credit—hasn't cut a record in nine years. He has been living quietly on a farm near Mount Pleasant, Tenn., and he has been working quietly in the studio with Memphis band Terry Wall & the Wallbangers. A few years ago, he published a book, *Road Stories and Recipes*, comprising just what the title suggests.

Nix says the current album just kind of happened. "It's a miracle it ever got out," he says. "[Pro-



ducer] Jon Tiven called me up and asked me if I wanted to do it... He kept on, and finally he got a company interested."

The collection draws on Nix's rich song catalog, which includes tunes first recorded by Jeff Beck, John Lee Hooker, Albert King, and Freddie King.

Nix says of *Going Down's* glittering cast, "All but two of 'em are friends of mine." These pals include Steve Cropper, John Mayall, Leslie West, Tony Joe White, Billy Lee Riley, and Bonnie Bramlett (who turns in an especially bright performance). Tiven recruited Brian May of Queen and Audley Freed of the Black Crowes, both of whom burn up the track on a freewheeling version of the classic title tune.

It's a nifty retrospective/tribute, but don't expect Nix to be hitting the radio anytime soon. He says he's very content on the farm. And, in spite of his long career as a recording artist, he's not in a big hurry to re-establish himself as a label.

"I hate my voice, I hate my singing, but I like the songs," he says. "I do the records just to get some out there. That's where you get the money."

'Yu-Gi-Oh!' Series Sees Its First Spinoff

Retail Track

AT LAST: As the industry prepares for the holiday selling season, Tower Records finally completed a financial restructuring that had most music suppliers sitting on the edge of their seats with their hearts in their mouths.

The process has unfolded during the past six months, with the April 15 announcement of a deal to sell the company's Japanese operation to Nikko Principal Investments Japan that was then expected to close by May 21. In June it announced a new \$125 million revolving from a CIT Business Credit-led consortium of banks, and in July it announced a \$26 million term loan from a JP Morgan Chase bank group.

But sources say that the complex

board with the specifics of the deal.

Moreover, he says that CIT had always committed to underwriting the entire new revolving credit facility on its own, with the plan of eventually syndicating the loan to other banks. "Would we have liked to have the syndication done already? Sure," Bain says. "But was it realistic with all of these other pieces that needed to get done? Not."

But something appears to have happened along the way, because the revolving was initially for \$125 million and is now for "up to" \$110 million.

However it happened, the signing of the deal is good news for music suppliers, who previously were faced with the prospect of trying to decide if they would ship holiday goods to Tower while the refinancing appeared to be in limbo. While they applied the refinancing's completion, financial executives at suppliers say they want to scrutinize the terms of the new revolving to see how much breathing room it gives Tower. Typically, such loan agreements are filled with the Securities and Exchange Commission.

CHANGING OF THE GUARD: At the same time that the sale and the refinancing was completed, Tower announced a management upheaval that saw Stan Goman—who, other than founder Russ Solomon, has been most closely identified with the chain—leave the company. His responsibilities are taken over by Kevin Cady, who has been appointed senior VP of retail operations.

Goman's "in-your-face" style gave Tower a swagger unmatched by other chains in the industry. Warehouse executive VP/chief marketing officer Lew Garrett called Goman's retirement "the end of an era," while another executive describes him as an industry "icon."

Pete Jones, president of BMG Distribution and associated labels, says, "The industry is losing some of our unique individuals. That flavor will be missed." BMI Records' VP North America executive VP Phil Quarantano says he, too, is saddened by Goman's departure. "I have never been in a record business that doesn't have Russ and Stan in it. I understand it; I don't have to necessarily like it."

But Goman's absence is familiar with Tower says that while Goman's departure may represent "radical surgery, in the end it could be good for the company's overall health." But another executive says that while the changes at Tower are necessary to help save the company, they wonder if after all it is said and done, Tower "will still be the company you fought to help save."



by Ed Christman

BY MOIRA MCCORMICK

Red-hot children's franchise *Yu-Gi-Oh!*, which has inherited the crown from *Pokémon* as the top-rated anime TV series/vidoeo trading card game of the moment, will see its first spinoff release later this month on DreamWorks Records. *Yu-Gi-Oh! Music to Duel* by streets Oct. 29, bringing DreamWorks into toy, comic book, and card stores, as well as traditional record retail and mass merchandising.

A music-rights and administration agreement has been signed between New York-based 4Kids Entertainment Music and Cherry Lane Music Publishing, covering music releases spun off from *Yu-Gi-Oh!* and other 4Kids Entertainment (parent company of 4Kids Entertainment Music) animated TV programs that constitute Fox Kids' Saturday-morning programming block, Fox Box. They include *Cubix*, *Tuna & Friends*, *Ultraman Tiga*, *Ultimate Muscle: The Kinnikuman Legacy*, *Kirby Right Back at Ya!*, *Fighting Foodies*, and *Power Rangers*. *Mutant Ninja Turtles*. Cherry Lane Music Publishing also has exclusive rights to administer related compositions and masters.

4Kids Entertainment chairman Al Kahn says Cherry Lane Music Publishing has been working with 4Kids Entertainment since the first *Pokémon* albums were released several years ago.

He recalls, "We didn't have much music content prior to working with them."

Kahn, who says that two *Pokémon* albums went platinum (both were released on Koch Records imprint Koch Kids), notes that while the property's immense popularity has another, it is still viable. He says, "Another

orchestral passages, other songs from the series, and music from future episodes. Kahn observes, "Music becomes an inherent part of what makes things enjoyable with *Yu-Gi-Oh!* and the other properties."

DreamWorks marketing executive Steve Rosenblatt emphasizes that the *Yu-Gi-Oh!* album stays true to the show's musical content. "We're not using the album as an opportunity to break some of our new artists," he says, referring to an off-employed soundtrack strategy that labels use.

But DreamWorks is employing a time-tested marketing strategy aimed at kids—the label is including six free stickers in each audio package. A starburst on the front of each piece of product announces, "Includes free sticker sheet." Rosenblatt says, "Knowing how collectible *Yu-Gi-Oh!* is, the stickers were a natural."

"We don't normally place our music in Toys 'R' Us or Zany Brainy or comic book and card stores," he notes. "We will place it in traditional outlets as well, like Musicland and Best Buy. We're also being positioned with other *Yu-Gi-Oh!* products, including Mattel action figures, Sony Games, DVD and VHS product. Smart retailers see an opportunity to create [multi-product] *Yu-Gi-Oh!* encyclopedias, and we'll be part of these sections."



KAHN

Pokémon is out, and there will be another soundtrack album."

Each of the new Fox shows will see audio spinoffs, Kahn says. "And there will be a Fox Box compilation album as well. Strategies for each property are devised and predicated on TV ratings, toy sales, etc. We'll let them see in and make a determination on how best to exploit them."

Yu-Gi-Oh! Music to Duel by will include the show's theme songs,

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DVD Growth Contributes To Optimism At East Coast Video Show

BY ANNE SHERBER

ATLANTIC CITY, N.J.—With the continuing strength of DVD sales, independent video retailers attending the East Coast Video Show (ECVS) Oct. 8-10 at the Atlantic City Convention Center here expressed substantially more optimism about their own businesses and the video industry as a whole than they have at the event in the past several years. Formerly beleaguered store owners who are continually competing with big mass-merchant chains were also offered several new ways to further their reach.



BEES

Notable independent opportunities were presented by online auction site eBay, which hosted four, hour-long seminars demonstrating to retailers how to sell videos on its site. According to Mike Mansk, a trade-show manager for eBay, DVD and VHS products sell at the rate of one every five seconds on eBay. He said many of the sellers are retail outlets interested in accessing what the company claims are 49 million users of the site.

Mansk also noted that even video retailers with their own Web sites cannot attract the sheer volume of users that visit eBay. Sellers range from a single consumer selling one used tape to large retailers, including Best Buy, that use the site to sell videos and DVDs that have been returned. He noted that retailers can link their own Web sites to auction pages on eBay, use its credit card and fraud-protection services, and research which buyers and sellers are using eBay's extensive feedback forums.

Another company hoping to work with independent retailers, Had to Be Made Films (HTBMF), used the ECVS as an opportunity to announce a new video series aimed at video specialists. The company is readying the November launch of the HTBMF Festival, a virtual event that will take place inside independent video retailers' stores.

The concept of the HTBMF Festival, according to company co-founder Richard Green, is that each participating retailer will display signage that will solicit films for inclusion in the festival. A jury will select 10 films, which HTBMF will then release on VHS/DVD. Those retailers that are participating video retailers across the country, and customers who rent the titles "attend" the festival. There are Web sites where consumers may file reviews, attend virtual press conferences, and vote for their favorites.

DVD-ONLY AN ANOMALY

Even though the overwhelming consensus at the show was that DVD has given many independent video retailers a new lease on life, most retailers and studio executives believe that it will be a long time before VHS disappears. Although New Line Home Entertainment announced what will be its first DVD-only new release—*Human Nature* (Dec. 10)—most studios do not have any plans to follow suit.

According to Artisan Home Entertainment president Steve Beeks, "VHS still has a life. DVD-only new releases are not in the near future for Artisan."

One retailer that appears to disagree with Artisan's strategy of continuing to embrace both formats is Wal-Mart. Fueling rumors at the show that the country's largest retailer will eliminate VHS from its stores sooner rather than later, First Look Features senior VP of sales and distribution Bill Bromley noted that Wal-Mart had ordered DVDs of the most recent First Look Features title it bought, *Dead Awake*, a project that originally premiered in January. Bromley also reported that when Wal-Mart now reorders catalog titles originally ordered in both formats from his company, it now only orders them on DVD.

DVD RENTAL PROGRAMS

During the conference's opening session, Video Software Dealers Association president Bo Andersen noted that DVD rental turns (meaning a single rental of one DVD) in the first half of 2002 increased 164% over all of 2001. This figure is particularly meaningful to video specialty stores that emphasize rental titles.

Andersen suggested that one way for video specialists to distinguish themselves from their larger, more heavily marketed competition would be to create a DVD rental campaign. He added

that single-location and small-chain retailers have a difficult time competing with the sales prices of mass merchants and larger chains that have staked claim on a big chunk of consumers' DVD sales dollars. Andersen said, "I am surprised by how often consumers buy product that they can only reasonably be expected to view once."

Consumers are not fully exploring DVD rental options yet, he further explained. He called on independent video retailers to encourage their customers to rent titles first in "something along the lines of [a] 'buy it if you like it' [program]."

This encouragement comes at a potentially lucrative time for independent retailers. Andersen noted that in the next three months, 20 million households with a collective box office value of a record \$3.1 billion will become available on VHS/DVD, putting the industry on track to exceed last year's fourth-quarter



ANDERSEN

sales (Billboard, Oct. 5). (While Andersen did not attribute this figure to a particular source, Nielsen EDI reports that this summer's box-office receipts totaled \$3.03 billion. Most of the fourth quarter's video releases were released theatrically this summer.)

Additionally, Andersen noted that DVD penetration is on track to exceed 35 million homes by year-end and that analysts estimate that the number will exceed 50 million households by the end of 2003. He also pointed out that VHS players are selling at a rate of 250,000 per week.

Although the ECVS attendance figures were not available at press time, VSDA VP of public affairs Sean Bersell said the VSDA estimates that final figures would be "a little below 4,000." He said that there were 107 exhibitors compared with last year's 110 and that "bearing any unforeseen events," the show would be back next fall.

Picture This...

FLEXIBLE TECHNOLOGY: Flexplay Technologies will launch the Flexplay DVD—a special type of DVD that is playable only on a predetermined limited time period—at the Oct. 24 MTV Video Music Awards Latino-america show taking place at Miami Beach's Jackie Gleason Theater. The DVD is playable in all DVD machines or gaming systems that play standard DVDs and will be distributed to attendees along with the evening's program. It will contain music videos and other content from nominated artists Kinky, Celso Pina, Ely Guerra, Manó Chao, and Enrique Bunbury.

Flexplay CEO Alan Blaustein says the concept, in development since last July, is particularly applicable to the music industry, which is "trying to properly migrate their consumer base from the CD to the DVD. There are also opportunities in the videogame space, maybe a 'try before you buy.' We can set it to play from eight to 60 seconds, depending on the different uses."

Blaustein adds that Flexplay is currently working on a promotion with Atlantic Records. The plan will be to offer a Flexplay DVD featuring an Atlantic recording artist for free with the purchase of one of the company's CDs at a major retailer.

DEEP-POCKET COMPETITOR: Netflix has long been the dominant online DVD rental portal, and consumer interest is still rising: Subscribers increased 122% in the third quarter compared with the same period last year, and the company recently announced its customer base stands at 742,000. Now it is facing its first major competitor, with a new program from Wal-Mart.

This month, the mass merchant is launching a test of its Wal-Mart DVD Rentals online program. For an \$18.86 monthly fee, customers may rent up to three DVD titles at a time, Wal-Mart spokeswoman Cynthia Lin says. (Netflix's \$19.95 fee also covers three DVD rentals at a time.) Like Netflix, customers create a list of movies they would like to view online, and they receive three of these films in the mail. When one is returned via special prepaid packaging, a new DVD from their list is sent out. Based on feedback from retail customers, Wal-Mart will run a full-scale launch in November.

In the test cities, Best Buy, Circuit City, and Sears are now selling JVC's D-VHS players. The \$1,300 machines may be found at 600 Sears locations nationwide and at all Best Buy and Circuit City stores.

UP TO THE PLATE: As the baseball season draws to a close, fans will have a chance to revisit classic moments from the sport with Q Video's *Major League Baseball (MLB) Productions' Major League Baseball Memorable Moments: The 30 Most Memorable Moments in Baseball History*, available Tuesday (22) on VHS (\$14.95) and DVD (\$19.95).

The project features such key clips as *Roger Maris breaking Babe Ruth's single-season home-run record* and *Lou Gehrig's farewell speech*. The moments were chosen by a panel of historians, writers, MLB executives, and celebrities. The DVD has 50 minutes of extras, including newsreels and extended footage of other historic moments.

Marketing efforts for the title will include a cross-promotion with the banking institution MBNA that will see special inserts placed in more than 1 million credit card bills. The allergy medication Claritin has also created tickets with a discount coupon for the title to be distributed at game three of the World Series.

On Nov. 26, Q Video/MLB Productions will also release *The Official 2002 World Series Home Video on VHS/DVD* (\$19.95 each). The annually produced highlight video was No. 1 on the *Billboard* year-end Top Recreational Sports Videos chart in 2001. The project features more than an hour of World Series footage and related interviews.



SPIELVOGEL

Q Video director of sales and marketing Don Spielvogel says promotions will be market-driven "depending on the series winning. A premiere party for the video will be held in the winning team's city, and retail promotions will gear toward this location.

DIESEL VIDEO: The *Vin Diesel film XXX* will reach stores Dec. 31 as a special edition DVD (Columbia TriStar, \$27.96). Available in widescreen or full screen, it will include such extras as behind-the-scenes documentaries and Gavin Rossdale's "Adrenaline" music video.

Billboard TOP DVD SALES

WEEK		LAST WEEK		Sales data compiled by Nielsen VideoScan		Principal Performers		RATING	PRICE
				NUMBER 1		1 Week At Number 1			
1	NEW	THE SCORPION KING (FULL FRAME) WARNER BROS. HOME VIDEO 2004				The Rock Kerry Liu		PG-13	\$29.98
2	NEW	THE SCORPION KING (WIDESCREEN) WARNER BROS. HOME VIDEO 2004				The Rock Kerry Liu		PG-13	\$29.98
7	1	MONSTERS, INC. WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 2004				Uli Gyllenhaal John Goodman		R	\$29.98
3	2	BROTHERHOOD OF THE WOLF FOCUS FEATURES HOME VIDEO 2004				Nathalie Chazan Brigitte Mouni		R	\$29.98
4	NEW	PANIC ROOM PARAMOUNT HOME ENTERTAINMENT 2004				Jodie Foster		R	\$29.98
5	3	RAPUNZEL WALT DISNEY HOME ENTERTAINMENT 2004				Barbie		NR	\$19.98
6	4	BIG FAT LIAR WARNER BROS. HOME VIDEO 2004				Frankie Muniz Anastasia Barnes		PG	\$29.98
2	5	A HARD DAY'S NIGHT WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 2004				The Beatles		G	\$29.98
8	6	BLADE 2 WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME VIDEO 2004				Wesley Snipes		R	\$29.98
9	7	MURDER BY NUMBERS (WIDESCREEN) WARNER BROS. HOME ENTERTAINMENT 2004				Sandra Bullock Ben Chaplin		R	\$29.98
10	8	GREASE (PAN & SCAN) WARNER BROS. HOME ENTERTAINMENT 2004				John Travolta Olivia Newton-John		PG	\$29.98
11	9	GREASE (WIDESCREEN) WARNER BROS. HOME ENTERTAINMENT 2004				John Travolta Olivia Newton-John		PG	\$29.98
12	10	THE COUNT OF MONTE CRISTO EDUCATION HOME VIDEO/BUENA VISTA HOME ENTERTAINMENT 2004				Jim Caviezel Guy Pearce		PG-13	\$29.98
13	11	CHANGING LANES PARAMOUNT HOME ENTERTAINMENT 2004				Ben Affleck Samuel L. Jackson		R	\$29.98
14	12	MURDER BY NUMBERS (PAN & SCAN) WARNER BROS. HOME ENTERTAINMENT 2004				Sandra Bullock Ben Chaplin		R	\$29.98
15	13	WE WERE SOLDIERS WARNER BROS. HOME ENTERTAINMENT 2004				Mel Gibson		R	\$29.98
16	14	FRAILTY LONG LATE HOME ENTERTAINMENT/THUNDER BOLT HOME VIDEO 2004				Bill Paxton Matthew McConaughey		R	\$29.98
17	15	40 DAYS AND 40 NIGHTS WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 2004				Josh Hartnett		R	\$29.98
18	16	THE LORD OF THE RINGS: THE FELLOWSHIP OF THE RING (WIDESCREEN) WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 2004				Elijah Wood Liv Ullmann		PG-13	\$29.98
19	17	THE LORD OF THE RINGS: THE FELLOWSHIP OF THE RING (PAN & SCAN) WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 2004				Elijah Wood Liv Ullmann		PG-13	\$29.98
20	18	RESERVOIR DOGS: ALL COLORS WARNER BROS. HOME ENTERTAINMENT 2004				Harvey Keitel Tim Roth		R	\$29.98
21	19	NATIONAL LAMPOON'S VAN WILDER (UNRATED) ATTN: HOME ENTERTAINMENT 2004				Ryan Reynolds Tara Reid		NR	\$29.98
22	20	PULP FICTION: COLLECTOR'S EDITION WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 2004				John Travolta Samuel L. Jackson		R	\$29.98
23	21	ALL ABOUT THE BENJAMINS SONY LMG HOME ENTERTAINMENT/SONY HOME ENTERTAINMENT 2004				Ice Cube Mike Epps		R	\$29.98
24	22	STRANGE BEHAVIOR WARNER BROS. HOME VIDEO 2004				Dave Thomas Rick Moranis		PG	\$29.98
25	23	SPONGEBOB SQUAREPANTS: HALLOWEEN WARNER BROS. HOME ENTERTAINMENT 2004				SpongeBob SquarePants		NR	\$19.98
26	24	SCHOOLHOUSE ROCK: SPECIAL 30TH ANNIVERSARY EDITION WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 2004				Animated		NR	\$29.98
27	25	HIGH CRIMES WARNER BROS. HOME ENTERTAINMENT 2004				Ashley Judd Morgan Freeman		PG-13	\$29.98
28	26	THE BOONDOCK SAINTS WARNER BROS. HOME ENTERTAINMENT 2004				William DaFoe		R	\$19.98
29	27	DIRTY DANCING WARNER BROS. HOME ENTERTAINMENT 2004				Patrick Swayze Jennifer Grey		PG-13	\$19.98
30	28	TRUE ROMANCE (DIRECTOR'S CUT) WARNER BROS. HOME VIDEO 2004				Christian Slater Patricia Arquette		R	\$29.98
31	29	THE ROOKIE (PAN & SCAN) WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 2004				Dennis Quaid		G	\$29.98
32	30	FIGHT CLUB WARNER BROS. HOME ENTERTAINMENT 2004				Brad Pitt Edward Norton		R	\$19.98
33	31	RUDY COLUMBIA TRISTAR HOME ENTERTAINMENT 2004				Sean Astin		PG-13	\$29.98
34	32	THE ROOKIE (WIDESCREEN) WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 2004				Dennis Quaid		G	\$29.98
35	33	SUPER TROOPERS WARNER BROS. HOME ENTERTAINMENT 2004				Brian Cox Maura Goss		R	\$29.98
36	34	MICKEY'S HOUSE OF VILLAINS WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT 2004				Animated		NR	\$29.98
37	35	OFFICE SPACE WARNER BROS. HOME ENTERTAINMENT 2004				Ron Livingston Jennifer Aniston		R	\$19.98
38	36	THE SCORPION KING (WCD) WARNER BROS. HOME VIDEO 2004				The Rock Kerry Liu		PG-13	\$29.98
39	37	PLATINUM COMEDY SERIES: CEDRIC THE ENTERTAINER WARNER BROS. HOME ENTERTAINMENT 2004				Cedric The Entertainer		NR	\$19.98

Billboard TOP VHS SALES

WEEK	LAST WEEK	TITLE LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	RATING	PRICE
		NUMBER 1	3 Weeks At Number 1		
1	1	MONSTERS, INC. WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT	Uliy Gyllen John Goodman	G	\$24.99
2	2	THE SCORPION KING WARNER BROS. HOME ENTERTAINMENT	The Rock Kerry Liu	PG-13	\$22.99
3	3	BIG FAT LIAR WARNER BROS. HOME ENTERTAINMENT	Frankie Muniz Anastasia Baris	PG	\$22.99
4	4	SPONGEBOB SQUAREPANTS: HALLOWEEN WARNER BROS. HOME ENTERTAINMENT	SpongeBob Squarepants	NR	\$12.95
5	5	DARRIN'S DANCE GROOVES WARNER BROS. HOME ENTERTAINMENT	Darin Harnon	NR	\$14.98
6	6	THE LORD OF THE RINGS: THE FELLOWSHIP OF THE RING WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT	Eligah Wood Liv Ullmann	PG-13	\$22.94
7	7	THE ROOKIE WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT	Dennis Quaid	G	\$22.99
8	8	MURDER BY NUMBERS WARNER BROS. HOME ENTERTAINMENT	Sandra Bullock Ben Chaplin	R	\$22.98
9	9	PETER PAN: RETURN TO NEVERLAND WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT	Animated	G	\$24.99
10	10	SCOOBY-DOO MEETS THE MONSTERS WARNER BROS. HOME ENTERTAINMENT	Scouty Doo	NR	\$14.95
11	11	BLADE 2 WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT	Wesley Snipes	R	\$22.94
12	12	THOMAS & FRIENDS: SALTY'S SECRET WARNER BROS. HOME ENTERTAINMENT	Thomas & Friends	NR	\$14.95
13	13	DRAGONBALL Z: FUSION-LAST SAVIOR (EDITED) WARNER BROS. HOME ENTERTAINMENT	Animated	NR	\$14.95
14	14	IT'S THE GREAT PUMPKIN, CHARLIE BROWN WARNER BROS. HOME ENTERTAINMENT	Animated	NR	\$12.95
15	15	BIG FISH: HALLOWEEN WARNER BROS. HOME ENTERTAINMENT	Animated	NR	\$12.95
16	16	THE BEST OF SCHOOLHOUSE ROCK: 30TH ANNIVERSARY EDITION WARNER BROS. HOME ENTERTAINMENT	Animated	NR	\$19.99
17	17	DRAGONBALL Z: FUSION-INTERNAL STRUGGLE (EDITED) WARNER BROS. HOME ENTERTAINMENT	Animated	NR	\$14.95
18	18	A HARD DAY'S NIGHT WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT	The Beatles	G	\$14.99
19	19	HARRY POTTER AND THE SORCERER'S STONE WARNER BROS. HOME ENTERTAINMENT	Daniel Radcliffe Emma Watson	PG	\$24.99
20	20	YU-GI-OH: THE HEART OF THE CARDS WARNER BROS. HOME ENTERTAINMENT	Animated	NR	\$14.95
21	21	POWER RANGER WILD FORCE: LION-HEART WARNER BROS. HOME ENTERTAINMENT	Power Rangers	NR	\$14.95
22	22	WUGGLY SAFARI WARNER BROS. HOME ENTERTAINMENT	The Wuggles	NR	\$14.95
23	23	YU-GI-OH: INTO THE HORNE'S NEST WARNER BROS. HOME ENTERTAINMENT	Animated	NR	\$14.95

Billboard TOP VIDEO RENTALS

WEEK	LAST WEEK	TITLE LABEL/DISTRIBUTING LABEL & NUMBER	Principal Performers	RATING
		NUMBER 1	1 Week At Number 1	
1	1	THE SCORPION KING WARNER BROS. HOME ENTERTAINMENT	The Rock Kerry Liu	PG-13
2	2	PANIC ROOM WARNER BROS. HOME ENTERTAINMENT	Jodie Foster	R
3	3	MURDER BY NUMBERS WARNER BROS. HOME ENTERTAINMENT	Sandra Bullock Ben Chaplin	R
4	4	MONSTERS, INC. WALT DISNEY HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT	Uliy Gyllen John Goodman	G
5	5	CHANGING Lanes WARNER BROS. HOME ENTERTAINMENT	Ben Affleck Samuel L. Jackson	R
6	6	BIG FAT LIAR WARNER BROS. HOME ENTERTAINMENT	Frankie Muniz Anastasia Baris	PG
7	7	HIGH CRIMES WARNER BROS. HOME ENTERTAINMENT	Ashley Judd Morgan Freeman	PG-13
8	8	40 DAYS AND 40 NIGHTS WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT	Josh Hartnett	R
9	9	FRAILTY WARNER BROS. HOME ENTERTAINMENT/THUNDER BOLT HOME ENTERTAINMENT	Bill Paxton Matthew McConaughey	R
10	10	THE ROOKIE WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT	Dennis Quaid	G
11	11	WE WERE SOLDIERS WARNER BROS. HOME ENTERTAINMENT	Mel Gibson	R
12	12	BLADE 2 WARNER BROS. HOME ENTERTAINMENT/BUENA VISTA HOME ENTERTAINMENT	Wesley Snipes	R
13	13	THE COUNT OF MONTE CRISTO EDUCATION HOME VIDEO/BUENA VISTA HOME ENTERTAINMENT	Jim Caviezel Guy Pearce	PG-13
14	14	BROTHERHOOD OF THE WOLF FOCUS FEATURES HOME VIDEO	Nathalie Chazan Brigitte Monin	R
15	15	SHOWTIME WARNER BROS. HOME ENTERTAINMENT	Animated	NR
16	16	DRAGONBALL Z: FUSION-LAST SAVIOR (EDITED) WARNER BROS. HOME ENTERTAINMENT	Animated	NR
17	17	NATIONAL LAMPOON'S VAN WILDER WARNER BROS. HOME ENTERTAINMENT	Ryan Reynolds Tim Allen	NR
18	18	THE NEW GUY WARNER BROS. HOME ENTERTAINMENT	D. J. Qualls Eliza Dushku	PG-13
19	19	JOE SOMEBODY WARNER BROS. HOME ENTERTAINMENT	Tim Allen	NR
20	20	THE SWEETEST THING WARNER BROS. HOME ENTERTAINMENT	Camryn Diaz Christina Applegate	R

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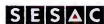
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PROGRESS

Seattle Sound Returns To Radio

Will Young Rock Audience Give It Same Acceptance As Their Elders?

BY BRAM TEITELMAN

Airplay Monitor
NEW YORK—In 1993, grunge began to spill rock radio's audience, becoming a line of demarcation between its brand of new rock and everything that came before it. Almost a decade later, with the rock audience threatening to divide again, *Billboard* sister publication *Airplay Monitor*'s charts are suddenly reporting music from Pearl Jam, Soundgarden's Chris Cornell (via the Rage Against the Machine collaboration Audioslave), and the first new Nirvana song in six years. While some rock PDs believe this sound will appeal to young and old audiences alike, not all think the two can be reunited.

PDs are certainly happy to have new music from the acts that spurred their format's boom 10 years ago. "On a song-by-song basis, I think that it's great," WJZO Madison, Wis., PD Randy Hawke says. "In the mid-to-late '90s, we lost the original bands because they died or disappeared. Then you started getting a lot of one-hit wonders and imitators, and the innovators were gone. I'm



KNIGHT

glad they're back, and I'll gladly play Dave Grohl, Jerry Cantrell, Chris Cornell, and Eddie Vedder."

"The Nirvana and Audioslave are awesome," WPLA (Planet Radio) Jacksonville, Fla., PD Scott Pettibone adds. "If Nirvana came out with a crappy B-side that sounded like it was recorded in a tin can, it wouldn't have the same impact, but it's a good song."

PDs are pleased about the timing for several reasons. One is familiarity: WGR Manchester, N.H., PD Valorie Knight says, "Lately, there has been an influx of new bands—which is wonderful for the format—but there hasn't been that familiar-artist side of the format. Here we are getting ready to go to war, and we just had the Sept. 11 anniversary, so people are in that comfort zone."

The return of the Seattle sound also dovetails nicely with such new bands as Nickelback and Puddle of Mudd, which wear Seattle influences on their (flannel) sleeves. "Music is cyclical, and there's no way that today's rock artists can't be influenced by what they heard on the radio when they were growing

up," KTIZ/KLOL Houston operations manager Vince Richards says. "Nirvana, Pearl Jam, Soundgarden, and Rage have a definite impact on the types of music we're hearing now, just the same way Soundgarden sounded like Led Zeppelin at times."

GUITARS-RELIEF

Despite the Soundgarden/Zepplin connection, older listeners drilled to classic rock stations in the '90s, and today's rock radio is grappling with the threat of another generational split spurred by several years' worth of rap/rock. For many PDs, it's a relief to have guitar-based hits that both generations like this year. And some PDs have dug into their libraries for more from the first wave of grunge.

So are the demos together again? Well, even Edison Media Research consultant Jamey Charnesi, one of the strongest proponents of the demo-split concept, sees some unity. "Kids, especially white suburban kids, like hip-hop as much as rock, so they'll continue to like hip-hop, but I think they'll embrace this stuff as well," she says. "There's much more of a chance with this music [to hit both demos] than music from the past two or three years. The upper end of the demo grew up with the grunge sound."

Charnesi likens it to when today's 25- to 34-year-olds "would listen to their older brothers' Led Zeppelin and Pink Floyd records. So [today's] kids are getting to hear new Nirvana and saying, 'Oh, this is Nirvana. It's pretty cool,' and then they're rediscovering them and claiming them as their own."

"When you have something that takes the sound of Rage Against the Machine and the sound of Soundgarden, you're connecting two different types of listeners," Richards says. "There was a lot of anticipation for Audioslave, and they really came up with something that was pretty damn good.... The listeners are pleased with the collaboration."

KORC (98.9 the Rock) Kansas City, Kan., PD Neal Mirsky says that even younger listeners hear new music from grunge's flag-bearers, "it puts a lot of the other new bands into perspective. It reminds you why Nirvana was the watershed band that they were." Pearl Jam, too. When you hear this music from these bands, it really drives home why these bands got as big as they are."

Mirsky also believes that younger demos are OK with the older grunge that has become an issue for some, but not all PDs, in recent years. "If you look at the test scores for 'Smells Like Teen Spirit' or 'Jeremy' or 'Vaseline,' the younger end is strong on those. They're just great songs, and great songs test with every demo."

THE FORMAT'S ALREADY SPLIT

Pettibone believes that "there has been a format split already, and a

couple of songs aren't going to bring it back together. The calls that I've gotten [about Nirvana] have all been [from adults saying, 'It's so great to hear this'.... The lower demo is like, 'Who cares?,' even though we're playing these bands in gold." Pettibone says some young listeners are saying, "This sucks."

Active WXBT (98 Rock) Tampa, Fla., PD Rick Schmidt recalls a conversation about Kurt Cobain with a 19-year-old, who asked, "Who does he play for? He knew who Nirvana was but had no idea who Kurt Cobain was," Schmidt recalls. "If you're a 19-year-old college kid, you may not care about these records, but blue-collar



CHARNESI

guys, for example, are surrounded by older guys working, and they're used to hearing those artists."

"I don't think it has the relevance of a Slipknot or Disturbed [with younger listeners], but there's still an interest," Knight says. "Passion is probably a little lower. If they had a choice between going to buy a Nirvana album or a new Disturbed album, they're probably going to buy the new Disturbed album if they're 18 or 19. But they're not going to tune this stuff out, either."

"I believe the upper demo is going to want to hear this music, and the younger people will probably rate it on individual merit," Hawke says. "[These bands] have to win younger listeners over the same way they won the people in the 25-34 and when they were in the 18-24 end. I have a 21-year-old night [female DJ], and my passion level and understanding of that music is completely different than hers. She doesn't dismiss it, but she's definitely more passionate about the more aggressive, rhythmic stuff."

"Does it beat having a baby band on the air? Damn right," Schmidt says. "What I really comes down to is, are the songs going to cut through it? I think the songs are strong enough to work. Unless these artists put out a good song, it doesn't mean anything. If [my younger end] doesn't know who these bands are, and they're good songs, it's not going to matter. It's like having 'Tears of a Dead Man' by Chevelle, or TRUST Company. They didn't know who those bands were and just took the songs at face value."

2002 HOLLYWOOD REPORTER/BILLBOARD FILM & TV MUSIC CONFERENCE

Hundreds of industry professionals gathered for the first Hollywood Reporter/Billboard Film & TV Music Conference, held Oct. 10-11 at the Renaissance Hollywood Hotel in Los Angeles. The confab featured noted guest speakers from the film, TV, and music industries. Intriguing panel discussions and cocktail parties highlighted the event (see story, page 8). (Photos: Heather Harris)



"The Composer/Director Relationship" discussion, presented Oct. 10 by ASCAP, focused on composer Elliot Goldenthal and director Julie Taymor. Pictured, from left, are Goldenthal, ASCAP's Nancy Knutsen, Taymor, and *The Hollywood Reporter's* Robert J. Dowling, who moderated the session.



The Oct. 11 "O Soundtrack, Where Art Thou?" panel examined the state of the film-soundtrack business. Pictured, from left, are Doug Frank of Warner Bros. Pictures, John Houlihan of Soundtrack Music Associates, Glen Brumman of Sony Music Soundtrax, Patricia Joseph of TTT Soundtrax, Glen Lajewski of Buena Vista Motion Pictures Group, Pat Lucas of EMI Music Publishing, moderator Randy Gerston of Seahar Music Supervision, and Ken Schlager of *Billboard*.



The Oct. 11 panel "Primetime TV: The New Radio" spotlighted ways in which artists can break through on network TV shows. Pictured, from left, are Elektra's John Kirkpatrick, the WB network's Lew Goldstein, Daisy Music's Jennifer Pyken, panel moderator Carla Hay of *Billboard*, *Six Feet Under* music supervisor Thomas Golubig of SuperMusicVision, and EMC Inc.'s Evan M. Greenspan.



The Oct. 11 discussion "A Cut Above" focused on the music from the Academy Award-nominated film *In the Bedroom*. Pictured, from left, are the film's composer Thomas Newman, screenwriter/director Todd Field, and music editor Bill Bernstein.



Billboard Los Angeles bureau chief Melinda Newman, left, leads an Oct. 11 question-and-answer session with T Bone Burnett, the Grammy Award-winning producer of the *O Brother, Where Art Thou?* soundtrack.



Bob Knight of Music Sales West and Terry O'Neal of the Screen Actors Guild take in one of the conference's parties.



Film composer Elliot Goldenthal, left, and director Julie Taymor discuss their frequent collaborations, including the movies *Titus* and *Prida*.

2002 HOLLYWOOD REPORTER/BILLBOARD FILM & TV MUSIC CONFERENCE



The Oct. 10 "Anatomy of a Film" discussion spotlighted the upcoming 20th Century Fox movie *Drumline* and its companion soundtrack. Seated, from left, are *Drumline* composer John Powell and director Charles Stone. Standing, from left, are Jive Records' Jon McHugh and Fox Music's Danielle Diego, Robert Kraft, and Mike Knobloch.



The Oct. 11 "Getting in Sync" panel discussed music licensing in film and TV. Seated, from left, are David Helfant of Paramount Pictures, Robert Kelley of Warner Bros. Television, and Tom Rowland of Universal Music Enterprises. Standing, from left, are Ron Brotman of BMG Music Publishing, panel moderator Vibianna Molina of Greenberg Traurig, and Ron Mendelsohn of Megatrax Production Music.



American Urban Radio Networks' Tanya Hart, left, and E.J. "Jay" Williams Jr., center, pose for the camera with *The Hollywood Reporter's* Judi Pulver.



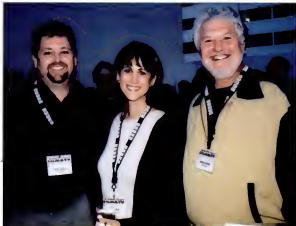
All smiles at one of the conference's cocktail parties are, from left, Michael Rogers of Universal Pictures, Woodie Stevenson of Pilot Music Business Services, and Andrew Robbins of Megatrax Production Music.



Chrysalis Music Group's Jeff Brabec, left, and ASCAP's Todd Brabec spearheaded the Oct. 10 how-to session "ASCAP Presents Music, Money, Success and the Movies: The Basics of Music in Film Deals."



BMI's Doreen Ringer-Ross and composer Ralph Grierson of Music & Health converse at the conference.



Gathered at the poolside cocktail party are, from left, Marc Wood of Sony/ITV/Tre Publishing, Robin Kaye of Synchronicity, and Brian Higgins of OK Management.



Composer Valerie Nager, left, enjoys the poolside reception with producer Kim Fowley of Sabers and Rosses.

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Wasting My Time/ Default /TVT
Foolish/ Ashanti /MURDER INC.
One More Day/ Diamond R1a /ARISTA
Music/ Madonna /MAVERICK/WARNER BROS.
What I Got/ Sublime /MCA
Lesson In Leavin'/ Ja Dee Messina /CURB
Out Of My Head/ Fastball /HOLLYWOOD

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Soak Up The Sun/ Sheryl Crow /A&M
Without Me/ Eminem /INTERSCOPE
Standing Still/ Jewel /ATLANTIC
Don't Let Me Get Me/ Pink /ARISTA
I Do (Cherish You)/ Mark Wills /MERCURY
I'll Think Of A Reason Later/ Lee Ann Womack /MCA NASHVILLE

100,000 SPINS

Gangsta Lavin/ Eve Feat. Alicia Keys /INTERSCOPE/RUFF RYDERS
Just Like a Pill/ Pink /ARISTA
Heaven/ DJ Sammy & Yanou Feat. Da /ROBBINS
Somewhere Out There/ Our Lady Peace /COLUMBIA
By The Way/ Red Hot Chili Peppers /WARNER BROS.
Running Away/ Hoobastank /ISLAND/IDJMG
The Good Stuff/ Kenny Chesney /BNA
I Miss My Friend/ Darryl Worley /DREAMWORKS
Down 4 You/ Irv Gotti Presents The Inc. /MURDER INC./DEF JAM/IDJMG
Happy/ Ashanti /MURDER INC.
Drift & Die/ Puddle Of Mudd /FLAWLESS/GEFFEN
Cleanin' Out My Closet/ Eminem /INTERSCOPE
Hollaback/ Mustq /DEF SOUL/DEF JAM
Around The World (La La La La La)/ ATC /REPUBLIC/UNIVERSAL
Fiesta/ R. Kelly /JIVE
I Wish/ Carl Thomas /BAD BOY

50,000 SPINS

Aerials/ System Of A Down /COLUMBIA
If I Could Go/ Angie Martinez /ELEKTRA
Sweetness/ Jimmy Eat World /DREAMWORKS
O' Red/ Blake Shelton /WARNER BROS.
Where Would You Be/ Martina McBride /RCA
American Child/ Phil Vasser /ARISTA
Downfall/ Trust Company /GEFFEN
Somebody Like You/ Keith Urban /CAPITOL
Feel It Boy/ Beenie Man /VIRGIN
Po' Folks/ Nappy Roots /ATLANTIC
That's Just Jesse/ Kevin Denney /LYRIC STREET
Falling For The First Time/ Barenaked Ladies /REPRISE
Stillness Of Heart/ Lenny Kravitz /VIRGIN
I Want Love/ Elton John /UNIVERSAL
The Greatest/ Kenny Rogers /DREAMCATCHER



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BETWEEN THE BULLETS

A LOOK BEHIND THIS WEEK'S CHART ACTION

Are The Counter.

MORE 'BOUNCE' TO THE OUNCE: Elvis Presley still crowns The Billboard 200, but this week the price is 18-year



chart veteran **Jon Bon Jovi**. With its best sales week in the Nielsen SoundScan era, the band that bears his name enters at No. 2 with *Bounce*—Bon

Jovi's highest rank since 1988, when his *New Jersey* clocked four weeks at No. 1. The opening flurry of 160,000 units continues a clear trend we've seen this year, in which acts that appeal to mature consumers—including *Dixie Chicks*, *Bruce Springsteen*, *Toby Keith*, *Sheryl Crow*, *James Taylor*, *Wilco*, and current chart-topper Presley—have racked up their biggest SoundScan weeks.

Presley's Jovi's last five albums had at least one 100,000-plus-week. The band has been high-visibility mode since Sept. 5, when it played space-opening festivities for the National Football League in New York. Press clippings since then include *USA Today*, *Wall Street Journal*, and *New York Times* articles. During release week, the group hit *Late Show With David Letterman*, *Today*, *Late Night With Conan O'Brien*, and *Live With Regis and Kelly*.

Another veteran, **Tom Petty**, picks up where he left off, opening at No. 9, which means that each of his three Warner Bros. releases have topped the top 10. But this opener of 74,000 units falls shy of the 81,000 that started *Nerve's* *Echo* at No. 10.

GIANT STEPS: Huge career growth is signaled by the Billboard 200 bows of new albums from country sophomore **Keith Urban** (No. 11), hard-rock band **Chevelle** (No. 14), hip-hop group **Juvenile** (No. 15), and actress **Jennifer Love Hewitt** (No. 37). Australian Urban, whose first set peaked last year at No. 145 on the big chart and No. 17 on Top Country Albums, invades the country list at No. 3. Juvenile's, which opens at No. 13 on R&B/Hip-Hop Albums, saw its first full-length title peak at No. 33 on that chart and at No. 43 on The Billboard 200.

A 1999 Squire album by Chevelle and two earlier Atlantic titles by Hewitt failed to reach either Heatseekers or the big chart, although Hewitt did take a Warner Bros. single to No. 59 on The Billboard Hot 100 in 1999. Another actress, Broadway singer **Heather Headley**, sets her rookie album at No. 38 on The Billboard 200 and No. 14 on R&B/Hip-Hop, which dwarfs cast albums from her Broadway

résumé. The *Lion King* cast set peaked at No. 162 in 1997, while those of *Aida* and *Ragtime* never sold enough to chart.

THE KING AND THE CHAIRMAN: In August, on the 25th anniversary of **Elvis Presley's** death, I consulted Nielsen SoundScan's artist chart, which ranks acts according to accumulated sales from all albums available since the tracking service's 1991 launch. I was almost stunned to find Presley ranked No. 32 at that point, because his albums had seen meager chart success in the SoundScan era.

Prior to *Elvis 30 #1 Hits*—which is No. 1 on the Hot R&B/Hip-Hop Singles chart—26 different titles had spent a total of 28 weeks on the big chart during that time, while only eight, five of them Christmas sets, had spent time on Top Pop Catalog Albums.

Despite those meager chart showings, the sheer breadth of Presley's catalog—he has 152 different album titles that have been packed since 1991—had yielded 18.4 million units by the week ending Aug. 18. At that point, the only artist with an even longer career who ranked higher was **Frank Sinatra**, by a margin of less than half a million units. Sinatra's higher standing made sense, given that SoundScan's era includes two of his top 10 albums (1993's *Duets* and the following year's *Duets II*), a 1992 mini-series about the singer on CBS, the presentation of the 1994 Grammy Legend award, and the catalog swell that followed his death in 1998.

Tables turned with the arrival of *Elvis 30 #1 Hits*, which has sold 1.04 million copies to date. Presley has since ascended to 29th place on the list with combined sales of 19.7 million packed, while Sinatra is at No. 32 on 19.07 million. The only acts whose careers began before the '80s that rank above Presley at SoundScan are the **Beatles**, **Pink Floyd**, **Aerosmith**, **Cripton**, **Eagles**, and **Elton John**, with the Fab Four at No. 2 on 43.5 million units.

AND: An Oprah Winfrey rerun accounts for **Josh Groban's** Greatest Grammy award (48-19, up 116%) ... **Faith Hill**, with at least 400,000 units, will have The Billboard 200's next No. 1 ... A mass-merchant's sales on **George Winston's** latest weren't properly reported. There will be no adjustment to the charts, but those missing units would have made it No. 1, rather than No. 3, on Top New Age Albums and No. 140 on the big chart.



by Geoff Mayfield

Singles Minded.

DON'T CALL IT A COMEBACK: Fifteen years after his need for love gone in his first No. 1 on the Hot R&B/Hip-Hop Singles & Tracks chart, **LL Cool J**, aka **James Todd Smith**, earns his second with "Luv U Better." It also earns the Greatest Gainer/Sales designation along the way, as sales of the 12-inch rise more than 70% at core stores, moving it 11-40 on the Hot R&B/Hip-Hop Singles chart. But the sales increase is just padding, because "Luv U Better" would take the crown solely based on airplay. It adds 4 million additional impressions this issue, taking LL to the top of the



Hot R&B/Hip-Hop Airplay chart with a total of 11 million impressions. In the Sept. 26, 1987, issue, LL's "I Need Love," his fifth single, was at the pinnacle of the Hot R&B/Hip-Hop Singles & Tracks chart. Now, 28 charting singles later—eight of which hit the top 10—Smith gets his due with "Better."

GETCHA AGAIN: Taking the chart's biggest increase of 1,260 detections, **Shania Twain's** "I'm Gonna Getcha Good" shoots 24-15, the biggest second-week jump into the top 15 on Hot Country Singles & Tracks since **Alan Jackson's** "Where Were You (When the World Stopped Turning)" kept 25-12 in the Dec. 1, 2001, issue. Twain is one of only six artists (and the only female soloist) in the Nielsen Broadcast Data Systems era to make such a breathtaking move on this chart, and it is her second title to do so. "Love Gets Me Every Time" shot 29-15 in its second chart week in the Oct. 11, 1997, issue. Others who have accomplished this feat include **Garth Brooks** with five titles, **Tim McGraw** with two (one with wife **Faith Hill**), and one title each by **Jackson** and **Brooks & Dunn**.

The 1,260-point increase is also the largest the chart has seen since "Where Were You (When the World Stopped Turning)" gained 1,905 plays in the previously mentioned Dec. 1 issue. This is Twain's largest one-week gain and the fourth-highest for a female solo artist on the chart. **Reba McEntire** surpassed that total twice, with her "The Fear of Being Alone" holding the female record with an increase of 1,447 in the Oct. 12, 1996, issue. **Patty Loveless** also posted a higher gain with "She Drew a Broken Heart" (up 1,276) in the Jan. 25, 1997, issue.

Elsewhere on the country radio range, *American Idol* winner **Kelly Clarkson's** "A



by Shino Pictomorph, Mital Patel, Wade James

Moment Like This" bows at No. 58 with spins detected at 38 monitoring stations. **WUSN** Chicago is the weekly airplay leader with 15 detections, followed by **WCGY** Wilkes-Barre/Scranton, Pa., with 13 plays.

JAM SHOT: **Pearl Jam** debuts at No. 2 on Hot 100 Singles Sales with "I Am Mine," the initial track from its upcoming No. 12 release, *Riot Act*. The debut of "I Am Mine" on that chart matches the highest entry of the band's career, as "Last Kiss" also entered at that position in the June 26, 1999, issue. "I Am Mine" saw a national audi-

al impression increase of 11,000 units, however, compared with the 140,500 for "Last Kiss" in its initial Hot 100 chart week. On the Billboard Hot 100, the sales impetus pushes "I Am Mine" 74-43.

HIM AND HIS GIRLFRIEND? Rumored to be a couple in real life, **Jay-Z** and **Beyoncé Knowles** get "gangsta" with "03 Bonnie & Clyde," which moves 38-16 on the Hot R&B/Hip-Hop Singles & Tracks chart. It more than doubles in airplay, easily earning Greatest Gainer Airplay honors with an increase of 13 million audience impressions. That is the ninth-largest increase on the chart since airplay-only tracks were allowed to chart in 1999. Occupying spaces No. 6 and 7 on the chart are the biggest gainers in Jay-Z's "Izzo (H.O.V.A.)," and "I Just Wanna Love You (Give It to Me)," respectively. And right above "Bonnie" in the No. 8 slot is Knowles' trio, **Destiny's** **Child**, with "Survivor." The biggest improvement belongs to **Janet Jackson's** "All for You," which grew 22 million more impressions in the March 17, 2001, issue.

On the Hot 100, "Bonnie" is the Hot Shot debut, entering at No. 56, while it also bows on Hot Rap Tracks at No. 17. "Bonnie" is the first single from Jay-Z's upcoming *The Black Album II: The Gift & the Curse*, due Nov. 12.

FOR THE RECORD: Because of a production error, two tracks (**Chad Kroeger** Featuring **Jesse McCartney's** "Hero" and "Just a Friend" **2nd** by **Mario**), which were moved to the Hot 100 recurrent chart last issue, were inadvertently left on the Hot 100 Airplay chart. The "last week" column for this issue's Hot 100 Airplay chart has been adjusted to reflect the removal of these tracks. Last issue's No. 75 should have been **Darryl Worley's** "I Miss My Friend," which falls off the list this issue.

Billboard® THE BILLBOARD® 200.

Sales data compiled by  Nielsen SoundScan[illegible]

WEEK	ARTIST	ALBUM	WEEKS ON CHART	PEAK POSITION	WEEK	ARTIST	ALBUM	WEEKS ON CHART	PEAK POSITION
101	JACKSON BROWNE	The Naked Ride Home	36	101	141	PROJECT PAT	Layin' Da Smoke Down	12	12
102	DANIEL BEDINGFIELD	Gotta Get Thru This	41	151	142	PRINCE & THE NEW POWER GENERATION	The Very Best Of Prince	66	66
103	NEW FOUND GLORY	Sticks and Stones	4	162	152	MERCYME	Almost There	67	67
104	MICHAEL W. SMITH	Worship	20	153	143	B-LEGIT	Near 2 B-Legit	111	111
105	NICKEL CREEK	This Side	18	154	144	KIRK FRANKLIN	The Rebirth Of Kirk Franklin	4	4
106	CHICAGO	The Very Best Of Chicago: Only The Beginning	36	155	145	UGK	Side Hustles	104	104
107	PLAY	Play (EP)	74	156	146	THE NITTY GRITTY DIRT BAND	Will The Circle Be Unbroken Volume 3	73	73
108	SOFOTRIA	Lizzie McGuire	97	157	147	AIMEE MANN	Lost In Space	35	35
109	THE STROKES	Is This It	33	158	148	DJ SAMMY	Heaven	67	67
110	PACSETER	Las Ketchup	109	160	150	VARIOUS ARTISTS	Monsters Jamz	22	22
111	JOHN MICHAEL MONTGOMERY	Pictures	110	161	151	AALIYAH	Aaliyah	1	1
112	THE BEATLES	1	1	162	152	SOUNDTRACK	Big Idea's Jewish - A Vegetarian Movie	162	162
113	VARIOUS ARTISTS	Disneymania: Superior Artists Sing Disney... Their Way!	61	163	153	LIL WAYNE	500 Degrees	6	6
114	THE WHITE STRIPES	White Blood Cells	61	164	154	KYLE MINOQUE	Fever	3	3
115	RUSSELL WATSON	Encore	114	165	155	VARIOUS ARTISTS	Radio Disney Jamz: Vol. 5	122	122
116	MONTGOMERY GENTRY	My Town	26	166	156	3RD STORME	Get With Me	91	91
117	TELA	Double Down	116	167	157	SEETHER	Disclaimer	92	92
118	GOVT MULE	The Deep End Volume 2	117	168	158	THE CHEFTAINS	Dance The Deep End Road/The Nashville Sessions	91	91
119	VARIOUS ARTISTS	WOW Christmas	118	169	159	THEFTERY CORPORATION	The Richest Man In Babylon	150	150
120	VARIOUS ARTISTS	P Diddy & Bad Boy Records Present... We Invented The Remix	1	170	160	SOUNDTRACK	The Scorpion King	5	5
121	TIM MCGRAW	Greatest Hits	4	171	161	ENYA	A Day Without Rain	2	2
122	JOHN MAYER	Inside Wants Out (EP)	22	172	162	STEVE EARLE	Jerusalem	59	59
123	AARON CARTER	Another Earthquake	16	173	163	AVANT	Ecstasy	6	6
124	JIMMY EAT WORLD	Jimmy Eat World	31	174	164	INDIA.ARIE	Acoustic Soul	10	10
125	MANA	Revolution 2.0	22	175	165	POINT OF GRACE	Giris Of Grace	150	150
126	REBECCA LYNN HOWARD	Forgive	29	176	166	NICHOLE NORDMAN	Woven & Spun	136	136
127	PINMONKEY	Penemonkey	126	177	167	SOUNDTRACK	Disney's Life & Sketch	11	11
128	STYLES	A Gopher And A Gentlemen	6	178	168	JUANES	Usa No Normal	127	127
129	RYAN ADAMS	Demolition	28	180	169	BRITNEY SPEARS	Britney	1	1
130	MARY MARY	Incredible	20	180	170	VARIOUS ARTISTS	Inv Gotti Presents The Inc	3	3
131	HOBBSTANK	Homebunk	25	181	171	SAMMY HAGAR AND THE WABORITAS	Not 4 Sale	181	181
132	FRED HAMMOND	Speak These Things: POL Chapter 3	38	182	172	VARIOUS ARTISTS	Songs For A Purpose Driven Life	162	162
133	VARIOUS ARTISTS	Tenally Hits 2002	2	183	173	BLINDSIDE	Silence	83	83
134	KHIA FEATURING DSD	They Mess	33	184	174	DEVIN	Just Trying To Live	61	61
135	DELBERT MCCLINTON	Room To Breathe	84	185	175	COLDPLAY	Parachutes	51	51
136	EVA CASSIDY	Imagins	32	186	176	ALICIA KEYS	Songs To A Minor	1	1
137	SOUNDTRACK	Mouvie Rouge	3	187	177	THEORY OF A DEADMAN	Theory Of A Deadman	85	85
138	VARIOUS ARTISTS	Reggae 2002	112	188	178	SELENA	Does	162	162
139	LEE ANN WOMACK	Something Worth Leaving Behind	16	189	179	BKZ	BKZ	2	2
140	SINEAD O'CONNOR	See No Sex	139	190	180	VARIOUS ARTISTS	Snoop Doggy Presents... Doggy Style Albums, Welcome To The House, Vol. 1	19	19
141	SOUNDTRACK	Buffy The Vampire Slayer "Dance Man, With Feeling"	49	191	181	JUMPS	All The Time In The World	86	86
142	SOFOTRIA	A Walk To Remember	34	192	182	DIRTY VEGAS	Dirty Vegas	7	7
143	N-E-R-D	In Search Of...	56	193	183	DONELL JONES	Life Goes On	3	3
144	VARIOUS ARTISTS	New 9	1	194	184	N.O.R.E.	God's Favorite	3	3
145	ROD STEWART	The Very Best Of Rod Stewart	40	195	185	LINDA RONSTADT	The Very Best Of Linda Ronstadt	165	165
146	KEITH SWEET	Rebirth	14	196	186	THE HIVES	Virtu Vicious	63	63
147	ANGIE MARTINEZ	Animal House	41	197	187	STEVE RAY VAUGHAN AND DOUBLE TROUBLE	The Essential Steve Ray Vaughan And Double Trouble	165	165
148	COUNTING CROWS	Near Candy	5	198	188	SOUNDTRACK	Slunk	28	28
149	GEORGE STRAIT	The Road Less Traveled	9	199	189	DARRY WORLEY	I Miss My Friend	21	21
150	VARIOUS ARTISTS	Pura Mocha IV	138	200	190	TIM MCGRAW	Set This Circus Down	2	2

OCTOBER 26 2002 **Billboard**

Airplay monitored by  Nissan

TOP 40 TRACKS

[illegible]

18	19	20	ORDINARY DAY VINNESA CARLTON AUNT MATHIELORE
21	22	23	HEAVEN

As play monitored by nhs.uk

I NEED A GIRL (PART TWO)

17	14	NEED A GUY (PART TWO): NEED A GUYBORN BY BOB JOY
18	15	WORK IT JOEY "MUSICMACHINE" VILLETTE JOEY MIMMIGLIARINI & JES
19	16	HAPPY GOSWAMI MUSICMACHINE & JES
20	17	NO ONE'S YOURS JOHN WATERS JOHN WATERS
21	18	SOMEWHERE OUT THERE OUR LAST PLACE JES & JES
22	19	DIRTY JOEY MIMMIGLIARINI & JES MUSICMACHINE & JES
23	20	DISEASE MUSICMACHINE & JES JES
24	21	STAYIN' KIDNED SURPRISE JES & JES JES & JES
25	22	CLEANIN' OUT MY CLOSET JES & JES JES & JES
26	23	WHERE ARE YOU GOING JOEY MIMMIGLIARINI & JES JES
27	24	HOT IN HERRE JES JES & JES
28	25	NERO JES & JES JES & JES
29	26	TRAP ALL JES & JES JES & JES
30	27	IN A LITTLE WHILE JES & JES JES & JES
31	28	YOUR BODY IS A WONDERLAND JES JES & JES
32	29	STOLE JES & JES JES & JES
33	30	NOTHING JES & JES JES & JES
34	31	RUNNING AWAY JES & JES JES & JES
35	32	STOLE JES & JES JES & JES

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OCTOBER 26 2002 Billboard [®] HOT 100 AIRPLAY [™]									
THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST (IMPACT/PROMOTION LABEL)	TITLE	THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST (IMPACT/PROMOTION LABEL)	TITLE
1	1	1	Dilemma	Don't Stop Me Now	62	29	9	Goodbye To Go	Goodbye To Go
2	2	2	GaGa (feat. Lil' Kim)	Music	27	18	21	Naïf	Naïf
3	3	3	Herb Alpert	Herb Alpert	28	26	9	Pa' Felles	Pa' Felles
4	4	4	Work It	Work It	29	27	18	A Thousand Miles	A Thousand Miles
5	5	5	Lost Yourself	Lost Yourself	30	42	8	Another Day	Another Day
6	6	6	Love U Better	Love U Better	31	26	17	Just Like A Pill	Just Like A Pill
7	7	7	Unbreakable All	Unbreakable All	32	40	9	Where The Last Time	Where The Last Time
8	8	8	Don't Stop Me Now	Don't Stop Me Now	33	31	10	Cry	Cry
9	9	9	A Moment Like This	A Moment Like This	34	31	12	Beautiful Music	Beautiful Music
10	10	10	Complicated	Complicated	35	24	18	Happy	Happy
11	11	11	Sister Act	Sister Act	36	32	10	No Such Thing	No Such Thing
12	12	12	The Game Of Love	The Game Of Love	37	33	18	Hot In Here	Hot In Here
13	13	13	Game The Light	Game The Light	38	37	18	Heaven	Heaven
14	14	14	Baby	Baby	39	35	12	Sticky	Sticky
15	15	15	I Care 4 U	I Care 4 U	40	46	8	Longitude	Longitude
16	16	16	Like I Love You	Like I Love You	41	38	10	Ordinary Day	Ordinary Day
17	17	17	Jewey From The Block	Jewey From The Block	42	41	29	Soak Up The Sun	Soak Up The Sun
18	18	18	Move B***	Move B***	43	48	10	Love In Progress	Love In Progress
19	19	19	I Could Get	I Could Get	44	45	8	Where Would You Be	Where Would You Be
20	20	20	Trade It All	Trade It All	45	51	8	My Town	My Town
21	21	21	I Need A Girl (Part Two)	I Need A Girl (Part Two)	46	47	19	America's Child	America's Child
22	22	22	Don't Stop Me Now	Don't Stop Me Now	47	53	7	Oh Yeah	Oh Yeah
23	23	23	Don't Stop Me Now	Don't Stop Me Now	48	43	10	The Middle	The Middle
24	24	24	Clooney - Out My Closet	Clooney - Out My Closet	49	56	4	These Days	These Days
25	25	25	Go On The Road	Go On The Road	50	52	8	You Know You're Right	You Know You're Right

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OCTOBER 26 2002 Billboard [®] HOT 100 SINGLES SALES [™]									
THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST (IMPACT/PROMOTION LABEL)	TITLE	THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST (IMPACT/PROMOTION LABEL)	TITLE
1	1	1	A Moment Like This	A Moment Like This	26	4	10	Like I Love You	Like I Love You
2	2	2	I Am Mine	I Am Mine	27	16	3	Rue 4 U	Rue 4 U
3	3	3	Don't Mess With My Man	Don't Mess With My Man	28	34	7	Who U Rollin' Wit?	Who U Rollin' Wit?
4	4	4	All The Things She Said	All The Things She Said	29	30	11	Out Of My Head (You Hear)	Out Of My Head (You Hear)
5	5	5	Game The Light	Game The Light	30	—	—	The Is My Party	The Is My Party
6	6	6	Heaven	Heaven	31	36	8	Hey	Hey
7	7	7	Recess	Recess	32	29	14	Grindin'	Grindin'
8	8	8	Over The Years	Over The Years	33	28	17	Wherever You Will Go	Wherever You Will Go
9	9	9	Blue Jeans	Blue Jeans	34	22	7	Me U Want	Me U Want
10	10	10	Here And Now (Full Circle)	Here And Now (Full Circle)	35	25	17	That's What Girls Do	That's What Girls Do
11	11	11	Long Time Gone	Long Time Gone	36	22	10	Full Moon	Full Moon
12	12	12	Papa Don't Preach	Papa Don't Preach	37	5	10	A Little Less Conversation	A Little Less Conversation
13	13	13	By Your Side	By Your Side	38	35	11	Be Against The World	Be Against The World
14	14	14	Love U Better	Love U Better	39	31	7	A Different Kind Of Love Song	A Different Kind Of Love Song
15	15	15	I'm Gonna Be Alright	I'm Gonna Be Alright	40	—	—	Product Of Our Environment	Product Of Our Environment
16	16	16	Day & Night	Day & Night	41	39	10	Slow Down	Slow Down
17	17	17	The Rising	The Rising	42	40	10	Love In My Life (As Do To My Hope)	Love In My Life (As Do To My Hope)
18	18	18	For All Time	For All Time	43	71	—	What's Goin' On	What's Goin' On
19	19	19	I Don't Really Know	I Don't Really Know	44	61	12	Recess	Recess
20	20	20	Move B***	Move B***	45	37	11	Move B***	Move B***
21	21	21	Feel In Boy	Feel In Boy	46	42	18	God Bless The USA	God Bless The USA
22	22	22	The Star Spangled Banner	The Star Spangled Banner	47	62	10	Wavin' For The DJ	Wavin' For The DJ
23	23	23	Where The Last Time	Where The Last Time	48	44	10	I Don't Want To Miss A Thing	I Don't Want To Miss A Thing
24	24	24	Lighten, Campers, Action!	Lighten, Campers, Action!	49	43	10	Grindin'	Grindin'
25	25	25	Sex Money & Music	Sex Money & Music	50	32	8	Crash Tonight	Crash Tonight

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OCTOBER 26
2002

Billboard®

HOT 100

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	PRODUCER(S)/SONGWRITER	IMPRINT & NUMBER/PROMOTION LABEL	Artist	PEAK POSITION	THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	PRODUCER(S)/SONGWRITER	IMPRINT & NUMBER/PROMOTION LABEL	Artist	PEAK POSITION
			NUMBER 1		5 Weeks At Number 1						HOT SHOT DEBUT				
1	2	1	DILEMMA	Nelly Featuring Kelly Rowland	51	51	58	1	2	1	YOU KNOW YOU'RE RIGHT	INDEPENDENT	51	Nirvana	51
2	3	2	GANGSTA LOVIN'	Eve Featuring Alicia Keys	52	52	61	2	3	2	THESE DAYS	FLAME RECORDS	52	Rascal Flatts	52
3	1	3	A MOMENT LIKE THIS	Kelly Clarkson	54	54	44	3	1	3	SHE HATES ME	FLAME RECORDS	53	Puddle Of Nothing	53
4	5	4	HEY MA	Cam'ron Featuring Jazzy Santana, Frankie Zeke & Tony T	53	53	73	4	5	4	SOMEWHERE OUT THERE	FLAME RECORDS	54	Our Lady Peace	54
5	8	5	WORK IT	Missy "Misdemeanor" Elliott	55	55	82	5	8	5	LOVE OF MY LIFE (AN ODE TO HIP HOP)	FLAME RECORDS	55	Erykah Badu Featuring Common	55
6	10	6	GREATEST GAINER/AIRPLAY		56	56	66	6	10	6	'03 BONNIE & CLYDE	Jay-Z Featuring Beyonce Knowles	56		
7	18	7	LOSE YOURSELF	Eminem	57	57	71	7	18	7	DISEASE	matchbox twenty	57		
8	12	8	UNDERNEATH IT ALL	No Doubt Featuring Lady Saw	58	58	60	8	12	8	DON'T MESS WITH MY MAN	Nivea Featuring Brian & Brandon Cramer	58		
9	14	9	LUV U BETTER	LL Cool J	59	59	65	9	14	9	I'M GONNA GETCHA GOOD	Skillet	59		
10	6	10	ONE LAST BREATH	Creed	60	60	65	10	6	10	SHE'LL LEAVE YOU WITH A SMILE	George Strait	60		
11	15	11	COMPLICATED	Avril Lavigne	61	61	67	11	15	11	THE KETCHUP SONG (HEY HAH)	Lac Ketchup	61		
12	21	12	SKER BOI	Avril Lavigne	62	62	63	12	21	12	STOLE	Kelly Rowland	62		
13	34	13	THE GAME OF LOVE	Santana Featuring Michelle Branch	63	63	63	13	34	13	STARRY EYED SURPRISE	Dokusmell Featuring Shelly Shelly	63		
14	11	14	THE LOVE	Sean Paul	64	64	49	14	11	14	WHERE ARE YOU GOING	Dave Matthews	64		
15	24	15	LIKE I LOVE YOU	Janet Jackson	65	65	48	15	24	15	DIRTY O	Christina Aguilera Featuring Redman	65		
16	19	16	BABY	Ashanti	66	66	29	16	19	16	GOOD TIMES	Stylinz	66		
17	19	17	I CARE 4 U	Ashanti	67	67	64	17	19	17	WHO'S YOUR DADDY?	Toby Keith	67		
18	37	18	JENNY FROM THE BLOCK	Jennifer Lopez Featuring Ja Rule & Styles	68	68	69	18	37	18	PRAYER	Outkast	68		
19	16	19	IF I COULD GO	Angie Martinez Featuring Lil' Ma & Scarface	69	69	56	19	16	19	AERIALS	Systems Of A Down	69		
20	15	20	MOVE B*H*H	Ludacris Featuring Mykell & Infamous 2	70	70	70	20	15	20	RED RAG TOP	Tim McGraw	70		
21	13	21	GOTTA GET THRU THIS	Daniel Defanged	71	71	80	21	13	21	GIRL TALK	TLC	71		
22	27	22	GOODBYE TO YOU	Nichelle Branch	72	72	72	22	27	22	DON'T KNOW WHY	Norah Jones	72		
23	20	23	TRADE IT ALL	Fabulous Featuring P. Diddy & Jagged Edge	73	73	43	23	20	23	TEN ROULETTE WITH JOSE CUEVO	Tracy Sydn	73		
24	12	24	CLEANIN' UP MY CLOSET	Eminem	74	74	79	24	12	24	REACT	Eric Spector Featuring Redman	74		
25	31	25	DONTCHANGE	Melanie B	75	75	75	25	31	25	BRAID MY HAIR	Melanie B	75		
26	26	26	SOMEDAY LIKE YOU	Keith Urban	76	76	59	26	26	26	BY THE WAY	Red Hot Chili Peppers	76		
27	25	27	JUST LIKE A PILL	Pink	77	77	46	27	25	27	DOWN 4 U	Ini G Featuring Ja Rule, Ashanti, Charli Baltimore & Waka	77		
28	41	28	DIE ANOTHER DAY	Madonna	78	78	61	28	41	28	I MISS MY FRIEND	Darrry Weller	78		
29	32	29	PO FOLKS	Nelly	79	79	73	29	32	29	I DO (WANNA GET CLOSE TO YOU)	31W Featuring P. Diddy & Loon	79		
30	21	30	NOTHING	D.R.E.	80	80	86	30	21	30	TWO WRONGS	Wyclef Jean Featuring Chantelle Elie	80		
31	28	31	A THOUSAND MILES	Vanessa Carlton	81	81	81	31	28	31	FLAKE	Jack Johnson	81		
32	17	32	HAPPY	Ashanti	82	82	89	32	17	32	CRUSH TONIGHT	Fat Joe Featuring Jonico	82		
33	33	33	CRY	Faith Hill	83	83	84	33	33	33	BURNIN' UP	Faith Evans Featuring Missy "Misdemeanor" Elliott	83		
34	30	34	WHEN THE LAST TIME	Clay A	84	84	77	34	30	34	I KEEP LOOKING	Dave Evans	84		
35	37	35	ORDINARY DAY	Vanessa Carlton	85	85	79	35	37	35	UNBROKEN	Shakira	85		
36	34	36	HEAVEN	DJ Sammy & Yung featuring De	86	86	66	36	34	36	OBJECTION (TANGO)	Shakira	86		
37	32	37	BEAUTIFUL MESS	Diamond Rio	87	87	86	37	32	37	LONG TIME GONE	Shakira	87		
38	35	38	NO SUCH THING	John Mayer	88	88	87	38	35	38	ELECTRICAL STORM	Shakira	88		
39	33	39	HOT IN HERIE	Nelly	89	89	93	39	33	39	THE STREETS	Shakira	89		
40	36	40	STINGY	Ginuwine	90	90	91	40	36	40	LITTLE THINGS	Shakira	90		
41	48	41	LANDSLIDE	Deep Chicks	91	91	92	41	48	41	DOWN	Shakira	91		
42	41	42	SOAK UP THE SUN	Sheryl Crow	92	92	84	42	41	42	IN DA WIND	Shakira	92		
43	74	43	I AM MINE	Paul Jam	93	93	88	43	74	43	RATHER O	Shakira	93		
44	54	44	WORK IN PROGRESS	Alan Jackson	94	94	85	44	54	44	SWEETNESS	Jenny E World	94		
45	46	45	WHERE WOULD YOU BE	Monie Wilson	95	95	99	45	46	45	ROCK THE PARTY	Shakira	95		
46	53	46	OH YEAT!	Big Tymers Featuring Teez, Boo & Gotti	96	96	97	46	53	46	ARE WE CUTTIN'	Shakira	96		
47	52	47	MY TOWN	Montgomery Gentry	97	97	93	47	52	47	SINGLE FOR THE REST OF MY LIFE	Shakira	97		
48	53	48	AMERICAN CHILD	Paul Van Dyke	98	98	98	48	53	48	HE IS O	Shakira	98		
49	40	49	THE MIDDLE	Jenny E World	99	99	99	49	40	49	THE ONE YOU LOVE	Shakira	99		
50	52	50	RUNNING AWAY	Neosonic	100	100	98	50	52	50	WHEN YOU LIVE NEXT TO ME	Shakira	100		

Timberlake In Sync With '60s Sounds On His Solo Debut

Continued from page 1

Hathaway. I think about how 100% present he was in his songs. He seemed to be living each word, each syllable as he sang it. That's the energy I'm reaching for when I sing."

Regardless of his point of stylistic origin, Timberlake's first musical effort without his 'N Sync cohorts has struck a resoundingly positive chord. Since its release to radio Aug. 20, the hip-hop-hued pop track has built a solid audience at top 40 formats, where it is currently getting airplay on 125 stations (with total detections of 5,284 for the week ending Oct. 11), according to Nielsen Broadcast Data Systems. In fact, based mostly on airplay (with a small contribution from 12-inch vinyl sales), the track has climbed to No. 14 on *The Billboard* Hot 100.

"This single is just the tip of the iceberg for this project," Jive president Barry Weiss notes. "This is a groundbreaking record that perfectly merges great artistry and commercial viability. The fact that people are so receptive to 'Like I Love You' indicates that they're ready to embrace Justin in a new light. We believe that people will be blown away when they experience the rest of the album."

A CREATIVE SPURT

Justified was written and recorded in a six-week creative spurt that Timberlake says was reminiscent of "that period of time back in the '60s and '70s when musicians got together and just jammed and worked out of inspiration. There was no heavy calculation or belaboring songs and mixes. Everything flowed pretty easily and naturally."

The artist—whose songs are published by Tennman/Zomba/EMI-April (BMI)—divided his time between collaborating with hip-hop luminaries Timbaland and the Neptunes. The latter team helmed the recent top 10 hit "Girlicious" from 'N Sync's 2001 opus, *Celebrity*. The end result is a collection of well-drawn, R&B-leaning songs that are notable for their decidedly earthy, often retro tone—a sharp, mature shift from 'N Sync's more glossy teen-pop output.

"I wasn't consciously trying to make a non-'N Sync record," he says. "I was trying to make a multi-dimensional record; a record that captured the vibe of my favorite time in music, the '60s. For the six weeks that we worked on these songs, I got to live in my own musical dream world and play a little hip-hop, a little old-school R&B, a little classic rock. It was so much fun—and I learned a lot about making music in a totally different world than I was used to."

Mostly, he learned to calm his instinct to sound as technically perfect as possible.

"Things tough for me, at first," he admits. "But I've learned that a track will sometimes benefit from leaving the rough and dirty bits right where they are and letting the vibe speak. I love the fact these songs sound like we just hanging out together and having a good time. Everything sounds loose and relaxed."

One of the more striking aspects of *Justified* is that it shows Timberlake successfully exploring previously untapped regions of his vocal range. On tracks like the Latin-spiced "Señorita" and the bittersweet, funk-fortified "Cry Me a River," his familiar tenor belt is tempered with a palpably soulful growl and a convincingly aggressive, rock-n-rolled baritone rasp.

"None of this was premeditated," he insists. "I didn't sit down and decide, 'OK, I'm going to save this and this for my solo record.' I just climbed inside the songs, and I let them dictate how I would perform them. It was as organic

as you could possibly get.

"For me, one of the cooler parts of this project, since we finished recording, has been giving the surprise of people after they hear it," he continues. "Even after the single came out and people were drawing all kinds of conclusions and saying, 'Check him, he's doing the Michael Jackson thing,' I thought, 'Just wait until you hear the rest of what we've got going on.'"



JUSTIN TIMBERLAKE

He points at the sultry, groove-laden ballad "Take It From Me" as proof of his versatility.

"It's an R&B song, but I sang it like a rock track," he says. "I was thinking about Thom Yorke [of Radiohead] and Mazzy Star as I was singing that song. It's totally fresh and different. It's also completely me—and that's what counts most of all. There's a lot more to me than people have previously believed."

CONNECTING ONE ON ONE

Revealing new elements of Timberlake's musical personality is the focal point of the marketing strategy for *Justified*.

"Justin has established himself as a prominent force in the songwriting and production of 'N Sync, so it's not that we're introducing him as a creative figure. But we are in a position to unveil him in an extraordinary new light, and that's already proving to be a strong point from which to launch this project," Jive senior VP of marketing Janet Kleinbaum says. "People hear 'Like I Love You,' and they're intrigued. They want to know what else Justin has up his sleeve."

The project was set in motion when Timberlake introduced "Like I Love You" on MTV's Video Music Awards (VMAs) Aug. 29. "It was a great opportunity to do something that MTV rarely does during its award shows, which is introduce brand-new material," Kleinbaum says. "They tend to be geared toward artists performing familiar songs on those occasions."

MTV is supporting Timberlake beyond his VMA showcase. In addition to airing the videoclip for "Like I Love You," a *Total Request Live* staple directed by Diane Martel, the network has produced the 90-minute special *Launch* with the artist. Slated to air the weekend of Nov. 9, the program includes footage of Timberlake in the studio.

"We've actually had cameras following Justin for nearly six months now," Kleinbaum says. "The show is about the making of a record and all that goes into it, right up to the day of in-store release."

Overall, TV will be a primary area of exposure for *Justi-*

fied. Appearances on *The Tonight Show With Jay Leno*, *Last Call With Carson Daly*, and *Saturday Night Live* have been confirmed for early November, with a handful of other shows likely to be locked in shortly. The artist will also be highly visible in the consumer press, with *Rolling Stone*, *Details*, *Teen*, *People*, *Seventeen*, and *Vibe* all committed to cover stories in the coming months.

INTERNATIONALLY SPEAKING

Jive also plans to work Timberlake in the international market—an area that has not always been a high priority for 'N Sync.

"The last 'N Sync record didn't include too many visits to Europe," notes John Kaeing, VP of international at the label. "They've been more of a U.S.-focused act. We're pleased that Justin is making himself available for a lot of time overseas for this project."

The artist will spend a portion of October traveling through Europe doing a series of TV and radio appearances, with future trips under consideration. The label recently hosted a European press junket in Los Angeles, where it introduced the album.

"The reaction was truly amazing," Kaeing says. "People were falling over themselves to get near Justin. It was exciting to have such an immediate and positive response to the music."

"Like I Love You" was released Aug. 20 to radio and retail throughout Europe, where the label reports it has been receiving widespread airplay. According to Kaeing, BBC Radio 1 and Kiss FM in the U.K. have been particularly supportive of the track.

THE END OF 'N SYNC?

As Timberlake builds momentum as a solo artist, the unavoidable question arises regarding his future with 'N Sync. Can he happily return to the fold of five after enjoying time as a solo figure?

"Absolutely," says Timberlake, who is managed by Lynn Harless and Paul Harless for JustinTime Management and Johnny Wright for the Wright Entertainment Group. "To me, we're talking about two totally different things. I enjoy being with the guys. We're not just a recording group. We're friends. We just like to hang out and be together. That's not going to change just because I've made a record on my own. If anything, I'm going to be more free when I go back to 'N Sync after having done this project."

But can 'N Sync—or Timberlake as a solo act, for that matter—survive in a post-teen-pop world? He is optimistic that both can and will thrive.

"I get tired of people waiting for us to go away," he says. "We're not going away, man. We're growing and changing and making music that is real and honest. We're not a machine. We're artists. As long as we continue to remain true to who we are, we have a fair shot at being heard. That's all we've ever really wanted: to be heard."

"I don't get overly caught up in the whole numbers game," he continues. "I've never expected or predicted success. I've just been happy that people have embraced what we do. And I'm happy that people are embracing this new project, so far."

As for the teen-pop tag, Timberlake, 21, shrugs it off, choosing instead to view his work as "pop music that doesn't adhere to specific genre or demographic."

"I believe that people my age like my music, and they're the same people who are into John Mayer and Coldplay and Eve. Real consumers don't care about genres. They care about individual records and individual songs. That's what they're responding to. It's critics who are quick to narrow you—and that's not cool. Personally, I don't see the point. In the end, it's music, not brain surgery. It's supposed to be a form of expression. That's what matters to me most—expressing myself in this manner. I don't really care too much about the rest of the game."



WEISS



KLEINBAUM

At 50, U.K. Singles Chart Inspires Debate

Continued from page 1

Industry (BPI) on organizing TV programming around the chart's 50th anniversary. He insists, "The U.K.—alongside the U.S., with the *Billboard*/SoundScan set there—has the most well-researched charts in the world." But Webster is equally convinced that the U.K. singles chart "has got to be slowed down."



WEBSTER

Noting that a steady climb to the top slot in the U.K. is more of a rarity now than a debut at the chart apex, Webster acknowledges, "All those records go in at No. 1, because that many people go out and buy them." But, he adds, "of course, what happens is that they buy them all in the first week and generally, the records then die."

HMV Europe managing director David Pryde, who declares himself "a huge chart fan," suggests, "If you want to build sales steadily, you'd be better off not playing singles so far upfront. We find a lot of people come in wanting to buy records because they've heard them on the radio and then can't [buy them], because they're not released yet. And they go back to the radio later for it? The answer's no. Radio just isn't being dictated so much."

Webster agrees that the U.K. media—and broadcasters in particular—have to admit culpability for the current situation. "Everyone wants to have an exclusive [play] and wants to be early," he comments, "so everything gets played up front there. Then record companies say, 'Oh, let's just build up demand and then let it crash in at No. 1.' And that has devastated the chart. The fact that [SBMG boy band] West-life have had eight No. 1s with their first eight singles is a record—but it's not a real record, because the charts have all changed. It's much easier to get a debut No. 1 than it used to be."

Writer/producer/chart historian Phil Swern is another who believes that the credibility of the U.K. singles survey has been undermined by mass-marketing. "The charts always were a great tool for the music fan and the industry

alike," he says. "That tool has been slowly destroyed by the very people who helped create it."

Webster adds, "Half of the U.K. retailers don't use the chart in-store; they don't make their own charts. You have got to slow it down and get [retail] people back on board and get them to use it."

"Otherwise," he continues, "the BPI—or whoever—will be saying, 'Why are we spending all this money when we can use the charts [Weekly BBC TV chart show] *Top of the Pops* already gets frustrated because it can't get a decent show out of it, so you can see them saying, 'So it, we might as well make our own up' on predicted performances—like, say [retail chain] Woolworth's' chart, where Webster is equally convinced that the U.K. singles chart "has got to be slowed down."

Pryde insists consumers "do still care" about the chart. "It's still an incredible focus for kids—and also for adults—in record stores," he says. "And singles are vital to ensuring that we remain the healthiest music market in the world."

THOSE WERE THE DAYS

The original *NME* listing was the brainchild of the magazine's then-owner, Maurice Kinn, and its advertising director, Percy Dickens, an *NME* co-founder. Dickens was responsible for compiling the chart from sales reports provided by slightly more than 50 record outlets; today's chart samples 5,600.

Having passed through several incarnations and compilers, since 1998 the music business-sanctioned chart has been the property of the U.K. record industry, administered and exploited by the Official U.K. Charts Co. The latter is jointly owned by the BPI and the British Assn. of Record Dealers.

Market research company Mill-

ward Brown has been the chart's compiler since 1994, when it took over from Gallup. In 1997, the chart was converted from a "panel sales" system of retail reports to what the Official U.K. Charts Co. calls "divine universal sales," utilizing point-of-sale technology in much the same way that Nielsen SoundScan gathers U.S. data. Haynes says the system accounts for 99% of the U.K. singles market and includes such e-tailers as hmv.co.uk and mnc.co.uk.

Following the conversion in 1997, the chart also became more up to date, introducing a Sunday-Saturday sampling period that reflects sales up to 16 hours before the chart is published.

According to BPI director general Andrew Yeates, "From the point of view of a member of the Official U.K. Chart Co., what the company has tried



YEATES

to do is provide the most accurate sales chart in the world. That provides an interest historically to people, because the announcement of whichever record is the No. 1 seller in any week has, historically, been of interest to people. It created an event at the end of the week, when it was announced on the Radio 1 countdown."

The weekly countdown has been a cornerstone of Radio 1 since the pop/top 40 station was launched by public broadcaster the BBC in 1967.

(The BBC began airing a singles chart program in 1953). The countdown remains a high-profile element in Radio 1's mix today, and the BBC retains first broadcasting rights to the chart, which it airs each Sunday on the Radio 1 UK top 40 show.

U.K. chart fans of a certain vintage remember the days when the first announcement of the new numbers was a significant cultural event and the talk of many a school playground during the 1970s. Radio 1 would give the top 30 listing a debut airing on the Tuesday lunchtime shows of presenters Johnnie Walker and Paul Burnett.

In latter years, Radio 1 has officially unveiled the new chart on its flagship Sunday afternoon show, hosted by Mark Goodier, whose imminent departure from the station will herald a revamp of its presentation. But many sense that the "event" feel of the program has been seriously diluted by the practice in recent times of "mid-week" sales data being leaked to the national media, so that industries and consumers alike are almost always aware of which song will be No. 1—and other notable new entries—well before their Sunday confirmation.

CAN WE FIX IT?

"During the '90s," Swern says, "there was a move by the industry to speed up the movement of the chart through more aggressive marketing, which has created a far less credible and certainly less interesting chart." With each week's top 40 typically featuring one or two new entries and other climbers at all, the chart may be technically accurate but much less fun, Swern says. "No more can the fan watch the progress of their favorite single, as it will enter on its week of release at its highest obtainable position, then tumble very quickly out of the chart within a few weeks."

Haynes accepts that point-of-sale data collection has enabled record companies to target instant No. 1 entries for their new singles more

than ever before but does not see that as detrimental.

"Records may go in and drop out," he says, "but they stay in the top 10 longer than they used to. The way we compile the data is much more sophisticated now, and [the speed of the chart] is a reflection of marketing. If kids didn't like it, they wouldn't buy it. Gone are the days of hyping."

One way of extending the chart life of singles might be to add monitored airplay data, as used by Nielsen Broadcast Data Systems for the *Billboard* charts. Although describing airplay monitoring as "a fantastic way for record companies to be able to measure their promotion," Pryde dismisses the suggestion that it could be added to the U.K. singles chart as "a completely ridiculous concept." He says it would fatally



YEATES

damage the survey's sanctity as a sales-only index.

Webster adds that such a move would introduce the danger of airplay being solicited dishonestly for chart gain. "I'm not a great supporter of putting airplay in it, because that puts a different kind of potential 'corruption' in there. You're at the mercy of a small number of people [at radio]."

(The adherence to sales data comes with the U.K. singles market, like many others around the world, in a sharp downturn. Shipments during second-quarter 2002 continued their downward spiral [*Billboard*, Aug. 24], dropping 11.9% in unit terms to 12.9 million units. In value terms, singles fell 13.8% in the period to £23 million [*W357* million].)

Webster suggests that to slow the chart and restore some of the credibility that its critics argue has been lost, "you have to go to a three-week moving average."

He complains, "At the BPI, initiatives are looked at, but nothing changes. We looked at three-week moving averages when I was on the BPI council over 10 years ago. They just don't do anything. There's this horrible level of complacency—if it ain't broke, don't fix it. Well, it is broken, unfortunately. The chart is incredibly accurate, but it's almost a bit of its own worst enemy."

Yeates concedes, "Because it is so accurate, things come in and go out of the chart maybe more quickly now than they might have done in previous years. But we're presenting ourselves as reporting what's actually sold, not

(Continued on next page)

Single-Minded For 50 Years: A Chart Chronicle

The following shows "landmark" singles (first, 100th, 200th, etc.) to reach No. 1 in the U.K. chart, also demonstrating the fluctuating speed of the survey and the trans-Atlantic influence of home-bred chart-toppers.

First No. 1: Al Martino, "Here In My Heart" (Capitol), Nov. 14, 1952.

Weeks to reach No. 1: One. Total weeks on chart: 18. U.S. peak: No. 1.

100th No. 1: Anthony Newley, "Do You Mind" (Decca), April 28, 1960.

Weeks to reach No. 1: Five. Total weeks on chart: 15. U.S. peak: No. 91.

200th No. 1: The Beatles, "Help!" (Parlophone), Aug. 5, 1965.

Weeks to reach No. 1: Two. Total weeks on chart: 14. U.S. peak: No. 1.

300th No. 1: Dawn, "Knock Three Times" (Bell), May 15, 1967.

Weeks to reach No. 1: Five. Total weeks on chart: 27. U.S. peak: No. 1.

400th No. 1: Julie Covington, "Don't Cry for Me Argentina" (MCA), Feb. 12, 1977.

Weeks to reach No. 1: Eight. Total weeks on chart: 15. U.S. peak: did not chart.

500th No. 1: Nicole, "A Little Peace" (CBS), May 15, 1982.

Weeks to reach No. 1: Nine. Total weeks on chart: nine. U.S. peak: did not chart.

600th No. 1: T'Pau, "China in Your Hand" (Sire), Nov. 14, 1987.

Weeks to reach No. 1: Four. Total weeks on chart: 15. U.S. peak: did not chart.

700th No. 1: Chaka Demus & Pliers With Jack Radics & Taxi Gang, "Flies

and Shout" (Mango), Jan. 8, 1994.

Weeks to reach No. 1: Four. Total weeks on chart: 13. U.S. peak: did not chart.

800th No. 1: All Saints, "Bootie Call" (London), Sept. 12, 1998.

Weeks to reach No. 1: One. Total weeks on chart: 11. U.S. peak: did not chart.

900th No. 1: Christina Aguilera, "Lil' Kim, Mya & Kim, 'Lady Marmalade'" (Interscope/Polydor), June 30, 2001.

Weeks to reach No. 1: One. Total weeks on chart: 16. U.S. peak: No. 1.

938th No. 1: Will Young & Gareth Gates, "The Long and Winding Road"/"Suspicious Minds" (S/BMG), Oct. 5, 2002.

Weeks to reach No. 1: One (still charting). U.S. peak: No. 1 yet released.

Labels Put New Biz Models To The Test

Continued from page 1

deals and offers them a 50/50 split of revenue from the album. "I think Gary Dale, CEO of London-based AN Group, says, 'We believe that what is key to a content business is putting the artist first. I think the media business is at a point where they need to rethink the established business model.'"

Sanctuary Group CEO Merck Mercuriadis says, "I think it's a revolution that's going on." Sanctuary has for years been entering into what Mercuriadis calls "joint-venture" deals with such veteran acts as Iron Maiden. He says that Sanctuary's "low-risk approach" is to sign artists whose loyal fan bases mean revenue can be more easily forecast than with new ones. Sanctuary, in turn, can offer them "a bigger slice of the pie that they couldn't get elsewhere. . . . The artist has always paid for the mortgage, and somebody else owns the house."

At IMUSIC, Geiger says the idea is to avoid having each album be "a high-risk proposition." The label aims to make a profit on every record, even on sales as low as 15,000 units.

The IMUSIC label currently has 18 acts on its roster, including Blues Traveler, Tom Tom Club, and Berlin, and could have 25 by year-end. It has five dedicated staffers and 40 others whom it shares with Atlantic Records and its direct joint-venture label with Interscope records co-founder Ted Field.

IMUSIC is steering completely clear of new artists. "I'm not

touching them," Geiger says, because they do not allow for the predictability required for the label's formula to work. At IMUSIC, "every artist has a clearly defined growth pattern."

So far, \$3 million-\$5 million has been invested in IMUSIC, and Geiger would like to see the label reach profitability in two or three years. He believes that a net margin of 12% is possible, as the label keeps overhead low in part by paying smaller or no advances and keeping marketing costs in check by concentrating efforts on the Internet.

By contrast, at the AN Group's record label, "predominantly, our focus will be on new, emerging talent," Dale says. "It's philosophically where the company is."

And it aims to foster creativity by signing artists to deals that do not leave them feeling pressured to produce albums that sell well. As for what AN's deals look like,



DALE

Dale says, "We don't have any magic formula here." For example, the label is not averse to offering artists advances or spending money on a video.

The label has signed eight artists so far, including reggie veteran Jimmy Cliff. Yet even the type of artist AN seeks is wide open. Dale says the label will join with an

"In a declining CD market, record companies should look at new lines of business, such as artist management, touring, merchandising, etc., to begin tapping other revenue streams."

—NICK HENRY-STOLZ,
J.P. MORGAN CHASE & CO.

artist when "we feel there is a meeting philosophically."

Part of the AN formula is to have artists from one company division do work in others, including film, TV, and live entertainment. Dale says, "We're even trying to avoid the word 'divisions.'" In its aim to have different units work together, Dale says AN is not dissimilar to a company such as AOL Time Warner. The difference is that AN aims to build synergy starting with the artist, not with the various distribution efforts.

"In some respects, it's hard to manage the company," Dale says, because AN accords equal status to all of its artists and their projects. In terms of making a disciplined, profitable business out of creativity, he says, "We have huge amounts to learn from the majors." Yet AN wants to maintain an independent spirit, by keeping artists out of the company.

Can those aims peacefully coexist? "I'll be able to tell you that three or five years from now. But I don't see why not," says Dale, who prior to joining AN three months ago served stints at the U.K.'s Kudos City Brand center, BNC Entertainment, and Walt Disney. "In five years, I hope we are big."

But given their approach, IMUSIC and AN may never be

more than niche players. "The whole model is a bit of a pennies model," says Geiger, who adds that 100 artists is as large as he would like the roster to grow for now. Nick Henry-Stolz, a music consultant with J.P. Morgan Chase & Co. in London, notes that the labels are geared to "niche-market artists where the promotion costs are not as high as major acts and where there is already a well-established fan base."

In the past, others have tried a low-overhead, equitable-split approach with new labels—including major label veterans Al Teller and Gary Gersh and manager John Silva—and did not get far. Because this label model is still largely unproven, one investment banker who has done work for both major and independent labels says others will have a tough time raising money.

"It's really not a business yet," the banker says. "With respect to



funding, there is no funding, [though] you'll always find the random rich guy willing to fund a label." For example, AN Group has raised money from a group of investors, including Anita and Gordon Rodick, founders of the Body Shop.

As a business model, the equitable-split approach is not neces-

sarily compelling for traditional album deals. "I think that for major labels, it would be difficult [to switch to 50/50 arrangements of the sort that AN is offering]," Stolz says, because it represents such a profound change in the way one does business. "There needs to be a clear upside for everybody: the artists, the music companies—and the shareholders."

Where it may be compelling is as part of what another investment banker terms a "total business case." In that model, an act generates revenue from artists in a variety of ways. That could include touring, publishing, and merchandising revenue, in addition to profits from recording. EMI Group, for example, described its recent new deal with U.K. artist Robbie Williams (*Realize*, Interscope, 12) as a "highly innovative agreement" that sees the company "working closely with [Williams] in his non-recording activities including touring, publishing, and merchandising. The deal continues to build on the long-term relationship in the entertainment business that will provide a multi-platform approach to the respective elements of recording, live work, film, and television."

In a declining CD market, record companies, however, will look at entering new lines of business, such as artist management, touring, merchandising, etc., so as to begin tapping other revenue streams and spread risk, Henry-Stolz says. He sees record companies becoming well-rounded music empires, providing a "one-stop" for the artist. After all, "a recording artist is a multimedia enterprise when he becomes successful."

Mercuriadis asserts that such a model is "not like a utopian fantasy plan," because it is already in place at Sanctuary, where the record label and management firm exist under one roof. "We're getting a margin in multiple income streams."

Continued from preceding page

particularly how quickly they move."

Pryde concurs: "Personally, I don't think it's too fast-moving; I like fast charts, because they promote new music. After all, the charts are about what people want to buy—and having a No. 1 just means that most people want to buy your record. Why would you want a moving average, if the idea of the chart is to accurately record and report what people are buying?"

AN INTERNATIONAL VIEW

Yeates also reflects the idea of a moving weekly average. "There are other things that we can do," he says, "which we have been looking at—as such as the whole concept of a breakers chart, which would give the opportunity of picking up new talent."

"We're looking at two potential audiences," he continues. "Being an accurate barometer for the industry to feel confident about and which they can

use themselves; and publishing information that is of interest to the wider community, which people will hopefully talk about and find interesting."

Webster also argues that the rapid turnover of titles in the U.K. singles chart has devalued its perception internationally. "Over seas, they don't give a damn about our charts anymore," he declares, "because they just don't know what it means. They say, 'Oh, a U.K. No. 1. So? So, 70,000 people bought it. . . .'"

"If you talk to record companies in, say, Holland, they used to look at the U.K. chart and say, 'OK, that's gone in at No. 8 or whatever, and it would mean something now. They just go, 'So?' They don't care, they just go, 'A big hit in the U.K. is one that hangs around for 10 weeks in the top 10. People have such a short attention span, they look at a chart, they see what's going on in it, and then they're gone in a new—they don't sit there and look at what's been in the chart for 10 weeks. And that's really affected us.'"

But Yeates returns to his original

point, that "the chart is actually reflecting what is being sold in the U.K. If that is a talking point, then that hopefully will be picked up and be of interest to people overseas. In the end, it has to be the record itself that's going to trigger people's interest overseas. If the chart says a little bit in helping raise profile, then that's great."

THE FINAL COUNTDOWN

The BBC is taking a prominent role in marking the chart's 50th anniversary. A change of presenter for the chart's chart show means the incumbent Goodie will present his final edition Nov. 17—the 50th anniversary show. That will be preceded by a one-hour-long behind-the-scenes special. Other radio coverage will come on the corporation's goldradio rock network Radio 2 in the form of three hour-long documentaries and a top 50 rundown of the U.K.'s favorite No. 1s, collated from public votes.

National TV coverage will include

a December show on the BBC1 channel featuring current hit-makers performing archive No. 1s and a Nov. 16 special on commercial broadcaster Channel 4 counting down the 100 top-selling U.K. singles of all time. That show will coincide with the release of a double CD (jointly through EMI/Virgin and Universal) and an associated book.

Two exhibitions in London also celebrate the anniversary, one at the British Library (Oct. 11-Jan. 7) and another at HMV's flagship Oxford Street store running throughout November.

Yeates says, "All of that helps create a buzz and emphasizes that there is an interest in what's going on in the music industry."

Yeates suggests the recent media coverage proves that the singles chart remains "a focal point" for record buyers. "There are two levels," he says. "One is whether our chart is absolutely the best that we can make it as a sales chart. At that level, we're

all very confident that it is *the* most accurate chart. Then in the wider scheme of things, there are a lot of other charts out there, and in terms of creating interest in the record industry and creating a talking point, we have to look flexibly to the future to see what other bits of information people might be interested in. We're willing and keen to do that, but I don't think any of that deviates the fact that the chart itself is pretty sacrosanct in terms of being an accurate reflection of what actually sells."

But, he adds, "obviously, the chart will have to encompass things like downloads in the future; that's a no-brainer. And we need to look at our chart rules in that respect. But our experience with downloading at HMV is that it very much mirrors what we're selling physically. It's not a problem for consumers to believe," he concludes, "that the records that get to the top of the chart are still the ones that people want to buy and listen to."

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Capitol Celebrates Legacy With Multi-Genre Six-CD Set

Continued from page 2

put on one of these records, and it tells you a story," he says. "In some ways, this set is the story of three generations of American music. This collection pays homage to the artists who make up the legacy of Capitol Records, as well as educates and exposes people to Capitol's rich and vast catalog."

The 96-track collection, arranged by decade, opens with one of the label's first releases—Fredrick Slack & His Orchestra's snazzy rendition of the boogie-woogie classic "Cow-Cow Boogie," with vocals by Ella Mae Morse—and closes with one of its latest: The Vines' snarly "Get Free." In between are selections from artists whose names are synonymous with the label, including the Beach Boys, Frank Sinatra, Beastie Boys, Duran Duran, Glen Campbell, Nat "King" Cole, Merle Haggard, the Band, M.C. Hammer, Radiohead, and Bonnie Raitt.

Perhaps most impressively, the set contains two Beatles songs because "A Hard Day's Night" and "You Jude"—marking the first time that the Apple label has allowed the Fab Four's material to be included on a Capitol multi-artist collection.

Slater says he got the Beatles songs because "I asked nicely. There are a few artists I wouldn't have done the [set] without. To not have the defining artist of your decade would have made it difficult to put it out. The Beatles were the definitive artists of the '60s." Apple representatives did not comment by press time.

The release also includes two tracks from Garth Brooks: "Every Now and Then" and "When You Come Back to Me Again." Like the Beatles, Brooks rarely allows his songs to be used on collections.

"At first I said I no longer because we don't do compilations," Brooks says. "But [the label] assured me that it was something they loved and were proud of as the 50th-anniversary boxed set [to which he contributed "Friends in Low Places"]."

"When they sent me the names of the other artists," continues Brooks, whose mother recorded for Capitol in the 1950s, "you saw it was a Capitol family thing; it turned from me not wanting to be on it to feeling like I was not being a team player if I didn't do it. To be on a record with these names was an honor for me." (For its 50th anniversary, Capitol released a promo-only, eight-CD set that grouped the music primarily by genre.)

Although the songs are grouped by decade, they are not sequenced chronologically per se. "My goal was to put together a record that was listenable," says Slater, who spent more than six months on the project. "Often as a consumer, I find when collections are made chronologically, they aren't listenable. The approach was to find a way to transport the listener to each of these decades and yet still define the musical movement in each of the decades as it related to Capitol's artists."

EARLY DAYS

Capitol was founded in 1942 by songwriter Johnny Mercer, songwriter-turned-Paramount-Studios exec Buddy DeSylva, and music retailer Glenn Wallichs over lunch at Lucy's in Hollywood.

One of the label's early superstars was legendary guitarist Les Paul, who recorded more than 30 top 20 hits for Capitol between 1948 and 1955 as both a solo

artist and with his wife, Mary Ford. They are represented on the set with the 1951 hit "How High the Moon." But as Paul recalls, the label didn't release the track without a fight.

Paul and Ford road tested three renditions of the song. "Mary and I were between sets in Chicago at the Blue Note [and we took a walk]. Neither one of us drank, but we bought a little sample bottle of bourbon and had a sip each. I said, 'We're doing three different versions, but something's coming to the top of the party. When we go city to city, we'll be able to prove a suspicion that there's only one version that's the best.'"

Paul and Ford recorded the preferred arrangement and submitted it to Capitol, "and it was rejected," Paul says with a laugh. "They said, 'There are 85 records of "How High the Moon," and none of them made it.' For a year, [Capitol executive] Jim Conking refused to put it out. Finally, we were at a party at Glenn Wallichs' house and I said, 'This is the day,' and, by God, Jim came to the party and said, 'We're going to put it out.'"

Conking took 100 acetates and delivered them personally to DJs across the country, Paul remembers. "By the time he got to Chicago, he sent me a telegram and he said, 'Congratulations! The record that I was going to hear, "How High the Moon" reached No. 1 on all three of that era's *Billboard* pop charts (airplay, sales, and jukebox play) and No. 2 on the R&B jukebox chart. It was Capitol's fourth-best-selling single in its first decade."

HANDSOME PACKAGING

The six-CD set, housed in a CD-sized cloth-bound case, retails for \$114.98. It includes a 77-page hard-cover CD-sized book that features archival shots of many of the label's artists at work in the Capitol tower's famed recording studios.

"The foundation of everything we do at Capitol Records rests on this place," Slater says. "We were the only that took place in those rooms set a standard we try to meet every day. It seemed obvious that a collection of the songs needed to be accompanied by the artists at work in the studio." Slater, a former journalist, wrote a preface for the photo collection that captures the magic and meaning of the music created in the tower.

The CD is accompanied by a 160-page booklet that includes an essay by a noted music journalist placing the selections from that decade in historical context.

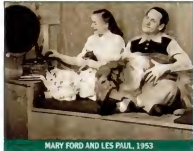
The standard edition was preceded two weeks earlier in stores by a 10-inch-by-10-inch, 5,000-run limited-edition, deluxe version that includes an expanded, hardbound, cloth-covered, 144-page coffee-table book of artist photos. The deluxe version is housed in a cloth-bound slip cover. Inside the slip cover is an oversized cloth-bound case, emblazoned with a silver foil, containing the six discs and the book. That version retails for \$259.98.

"I think it's an amazing collection," says Len Cosimano, VP of multimedia at Ann Arbor, Mich.-based Borders Books & Music. "The consumer buying the [deluxe] package is more of your audiophile collector who will love the detail. It's one of those sets for the library that has a lot of meaning. The [standard version] will have much stronger appeal for a mass audience." He says he expects to eventually implement a 10 percent discount for the deluxe version, which is behind a locked glass display at Borders stores. He tentatively plans to offer the standard version for \$99.99.

For Slater, the boxed set shows that however music is delivered, the message is the same. "A lot of the people in this set started recording on acetates, then 78s, then 45s," he says. "But how people get the music does nothing to change the music itself or the extraordinary power it exerts in our lives. Ultimately, this is a collection of music that anyone who's been touched by these artists can use as a reminder of the power that music has."



BROOKS



MARY FORD AND LES PAUL, 1953



Billboard News, Charts in New Reuters/VNU Service

Reporting and charts from *Billboard* will be part of a new information service being launched by global media giant Reuters in partnership with VNU Business Media, parent company of *Billboard*. VNU will be the sole provider of entertainment content for the new service, which will offer a real-time entertainment news feed for media outlets around the world. Under the deal, VNU's entertainment news and measurement data will be integrated with Reuters' reporting and distribution to create a definitive entertainment information service.

Available in April 2003, the Reuters VNU Entertainment News Service will also include reporting from *Billboard*'s fellow VNU publications *The Hollywood Reporter* and *Back Stage*. The combined VNU titles will provide Reuters users with expanded news and reviews on music, film, TV, and theater. In addition, media subscribers will have access to highlights of the *Billboard* charts, plus film, theater, and concert box-office data, and Web traffic reports.

Reuters provides news and technology solutions to financial institutions, the media, businesses, and individuals around the world. Its global operation includes 2,500 editorial staffers in 230 bureaus serving approximately 150 countries. For more information, visit www.about.reuters.com. For information about VNU Business Media, visit www.vnubusinessmedia.com.

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for more info: Michelle.Jacangelo@446.654.4660
bbevents@billboard.com

THIS WEEK@



FOO FIGHTERS

COMING THIS WEEK: Although the Foo Fighters' new RCA album *One by One* won't be out until Oct. 29, the group is dropping in on short notice to a host of North American cities beforehand. In a review that will appear exclusively on the site, *Billboard.com* checks in on the Foo's weekend appearance at Chicago's Metro.

Also this week, read the third of four installments of Curt Gooch's new book *KISS Alive Forever: The Complete Touring History*.

Billboard.com will also feature reviews of the Keith Jarrett Trio's latest concert set, *Always Let Me Go* (ECM); Peaches' *The Teaches of Peaches* (XL/Beggars); and report from the New York stop on a tour featuring acts from rising hip-hop label Def Jux.

News contact: Jonathan Cohen • jcohen@billboard.com

home front

Billboard Music Group events & happenings



BRADFIELD

personnel DIRECTIONS

Lou Bradfield has joined VNU Business Publications as corporate distribution director. He comes with over 21 years of experience on both the vendor and client side of the distribution business, working with such publications as *TV Guide* and *Daily Variety*.

Bradfield is responsible for developing distribution strategies and programs for all of VNU's print titles, including *Billboard*, *Airplay Monitor*, and *Music & Media*. He is based in VNU's New York office and reports to Toni Nevitt, executive VP, eMedia/Information Marketing for VNU Business Media.

visit www.billboard.com



The Billboard BackBeat

EDITED BY CHUCK TAYLOR



"I Is For Love" is just one of many songs in Al Jarreau's extensive catalog. But the GRP/vee artist can now revise the 1986 title to "R Is For Reading." That's because the jazz/R&B/pop singer has been selected as the first national Verizon Literacy Champion.

Also the first celebrity to be accorded this honor, Jarreau serves as the national spokesperson for Verizon Reads, the telecommunications company's flagship program. Up to this point, the program solely engaged local/hometown personalities. That list includes the New York Giants' Tiki Barber, Iowa First Lady Christie Vilsack, Boston Red Soxer Trot Nixon, and former Dallas Cowboy/sports commentator Daryl Johnston.

Among Jarreau's responsibilities is raising awareness and funding for Verizon Reads, which supports close to 1,000 literacy programs in 31 states and the District of Columbia. It's a responsibility that Jarreau doesn't take lightly.

"We assume everyone can read, but the statistics are shocking—nearly 48% can't read a bedtime story to their kids," says Jarreau, who received a master's degree in psychology and was a social worker before answering his musical calling. "It's one of those hidden-disease maladies that no one speaks about. But reading is the key to everything."

In tune with the campaign's tagline, "Jazz things up with the rhythm of reading," Jarreau and his label have put his words into action. A portion of the proceeds from the set *All I Got*, out Sept. 17, is being donated to various literacy organizations supported by Verizon Reads. In the meantime, the vocal gymnast began visiting and entertaining school children at reading sessions before being sidelined recently by emergency back surgery.



Once he recuperates, Jarreau hopes to reschedule missed dates on his U.S. tour in November 2002—and to double the passionate commitment he has made to his new role as a literacy ambassador.

"I was a late bloomer who struggled until a teacher in third grade recognized I wasn't getting it," Jarreau recalls. "It was slow going, but I stuck with it. I want to reach those who can't read, letting them know there's help out there and encouraging them to hang in like I did."

GAIL MITCHELL

Pop Idols And A Prince

Charles, Prince of Wales recently attended the Will & Gareth Royal Charity Concert Gala at Wembley Arena in London. He is pictured here with, at left, Gareth Gates, runner-up of the U.K.'s *Pop Idol* contest, and, at right, Will Young, *Pop Idol* winner.

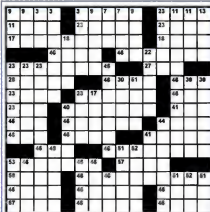


Ariella Cavalliere celebrated her 18th birthday Sept. 30 at a party hosted by Ariella Records at Chelsea Piers Sky Rink in New York City. Here, she busts a move in full hockey regalia. Doesn't look so complicated, huh?



Music To My Ears

Ten artists performed Oct. 8 at one of two "Music to My Ears" tribute concerts to raise money for the family of Billboard editor in chief Timothy White, who died June 27. Gathered at Madison Square Garden, from left, are Roger Waters, John Mellencamp, Sheryl Crow, Sling, Don Henley, Patty Smyth, Timbaland, B. Schmitz, Jimmy Buffett, James Taylor, and Brian Wilson. Another show, held the previous night at Boston's FleetCenter, featured many of the same artists and **Bill Joel**. The concerts raised \$1.5 million for the continuing education of White's sons.



'PRINCE CHARTING' by Matt Gaffney

- Across**
- 1 Hungarian composer Bartok
 - 6 "Old ... in the name of love?" (Five for Fighting lyric)
 - 10 "Oceans Eleven" (singer)
 - 14 Selfish entity
 - 15 "I ... ever give my heart" (Nat King Cole line)
 - 16 Nanci Griffith's "So Have ... You"
 - 17 Sheryl Crow's No. 9 hit written by Prince
 - 18 "Rider on the Roof" star Mostel
 - 20 They're cooking
 - 21 Turn aside to, as an idea
 - 22 She had a hit in 1987 with "I Do"
 - 23 Danny Arel's role in "Do the Right Thing"
 - 24 Wilson Pickett's "Mustang"
 - 25 "Hill ..."
 - 26 Beatles, casually
 - 28 Big Band name
 - 30 "Clock Jump"
 - 36 Folk duo that released "If This Ain't Love"
 - 38 Future species members
 - 39 The Village People's favorite branch of the mil.
 - 40 Prince wrote her
 - 41 "You Ten Hit 'Love ... The Will Be Done"
 - 41 "Lain (see label)"
 - 42 Where to find hot bods.com
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TIM JANIS

AN AMERICAN COMPOSER IN CONCERT



WITH THE **AMERICAN SYMPHONY ORCHESTRA**
RECORDED AT **ALICE TULLY HALL, LINCOLN CENTER**

#1 ON THE BILLBOARD CLASSICAL CROSSOVER CHART

ISSUE DATE: AUGUST 24, 2002

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